

BUSINESS WEEK

YEAR
AGO

WEEK
AGO

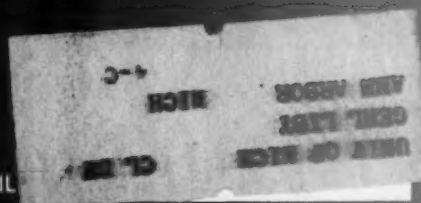
START
OF WAR
1939

**OBJECTIVE: THE HEART
OF NAZI INDUSTRY**



BUSINESS
WEEK
INDEX

TWENTY CENTS • PUBLISHED BY THE MCGRAW-HILL



Where do your wages come from?

NOT from the rich nor the "bosses". If Communists had their way and took all the dividends of every corporation in America, and divided up the result, you wouldn't get 25 cents more a day. Actually you'd get much less than you get today, for you would have destroyed the very source of jobs.

Not from politicians nor labor leaders. They create no wealth.

Wages come from *what you produce*. Fifty million Americans make things. Then the fifty million divide what they have made. That (shorn of all the fancy theories) is the true fact about wages. All the pressure groups and dreamy reformers and glib dictators can never change that simple truth.

The more you produce and add to the pool (and

the more you see to it that others produce) the more there will be for you to divide.

But—every article you fail to produce, every slowdown you permit, every government restriction on sound production, means just that much less in the pool and the less there is for you to divide.

Modern machinery helps you produce more and so adds to the pool; the profit system creates money for the machinery. Therefore modern machinery and the profit system are the best friends labor ever had or ever will have. With them, efficiently used, the wages pool can be great enough so that every-

one's share, in proportion to his value, will stay high and go higher.



YOU CAN MACHINE IT BETTER, FASTER,

FOR LESS... WITH A WARNER & SWASEY

In war or peace
B.F. Goodrich
FIRST IN RUBBER

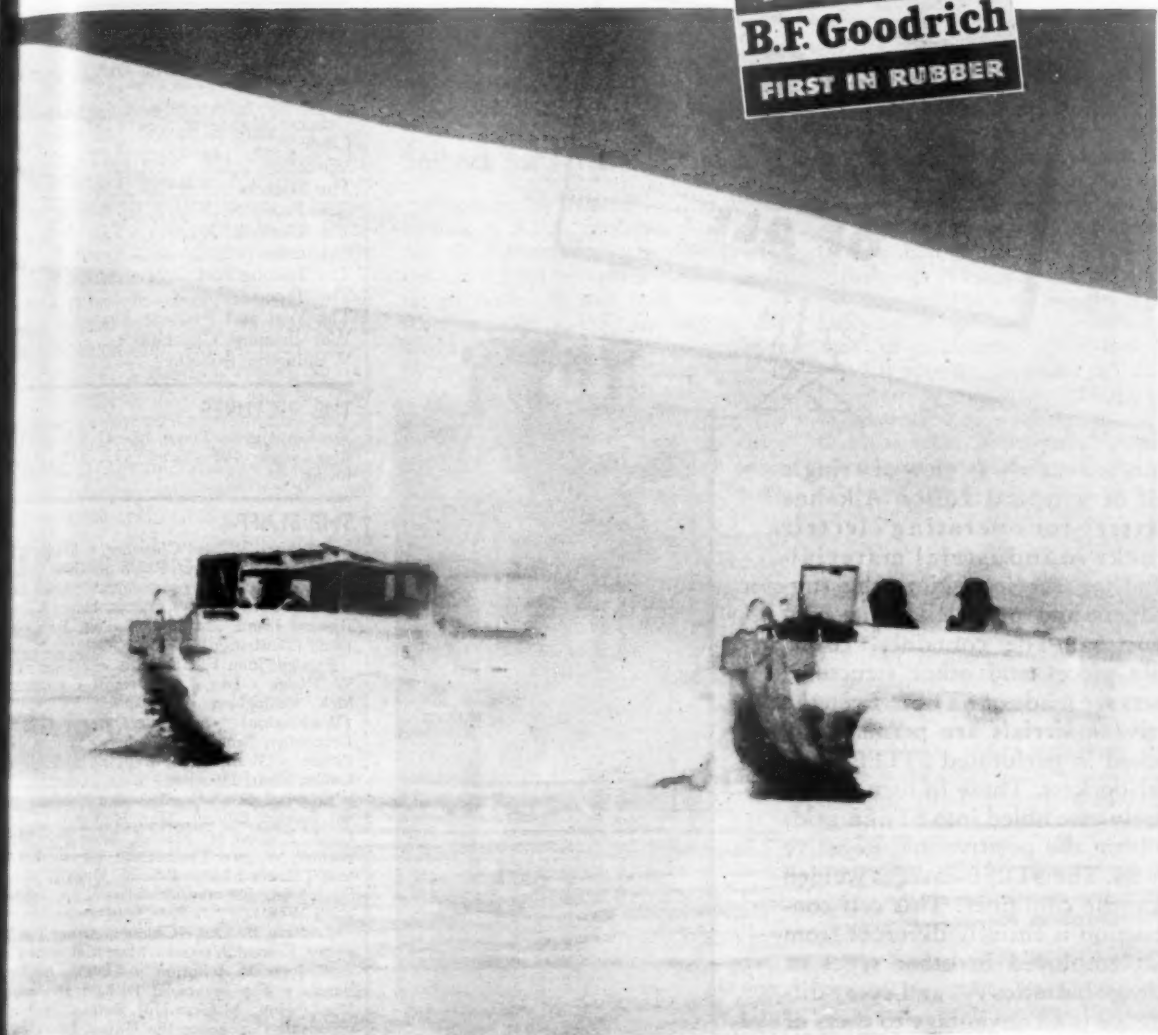


Photo courtesy of The Steinhilber Corp.

Cars on snowshoes

A typical example of B. F. Goodrich development in rubber

WHEN there was danger that the Japs might invade Alaska the army needed a new kind of vehicle to travel fast on deep snow—or on ice, through water, swamps or on hard roads. It had to have "tank treads," not wheels, and it had to be so light it could "float" on snow.

B. F. Goodrich men had developed light rubber-covered treads for "half-track" vehicles but even those were too heavy. Could they be made much lighter? Could "fins" be added to push against snow, but which still wouldn't touch ground on a hard road?

Could they get the answers quickly?

For fastening rubber to metal, rubber men had always used *molds*—and molds took six months to make. B. F. Goodrich developed a method of blowing the rubber on the metal with compressed air. It was faster and worked just as well. They designed new treads while an automobile company was designing the machine itself. The "weasel", as it is called, is just about the fastest thing off wheels. They used it in France instead of Alaska, but the snowshoes turned out to be the best kind of sandshoes and mudshoes.

B. F. Goodrich research goes on in war or peace and applies to every kind of rubber product, new or old. No product is too standardized to be improved or changed to meet changing needs of users. B. F. Goodrich distributors can tell you about those improvements in products your company already uses or *might* use. If you don't know the distributor nearest you, write for address or ask about any problem you have that rubber might solve. *The B. F. Goodrich Company, Industrial Products Division, Akron, Ohio.*

B. F. Goodrich
RUBBER and SYNTHETIC products



Here is a cut-a-way view of a single cell of a typical Edison Alkaline Battery for operating electric trucks in industrial material-handling services. Note the ruggedness and precision of its construction. The container, cover, pole pieces and other structural parts are made of STEEL. Even the active materials are permanently locked in perforated STEEL tubes and pockets. These in turn are securely assembled into STEEL grids to form the positive and negative plates. The STEEL cover is welded onto the container. This cell construction is entirely different from that employed in other types of storage batteries . . . and every difference is an advantage to users of alkaline batteries in industrial trucks.



Because of their STEEL construction, they are by far the most rugged and durable of all batteries. When it comes to standing up under the shocks, vibration and hard usage in material-handling services, they have no equal. Alkaline batteries in trucks have fallen off loading platforms and docks, turned over, and even dropped down elevator shafts with little or no damage . . . and still delivered their full service life. The fact they can withstand such accidents, indicates the extra dependability that can be expected from them under more normal conditions. Their durable mechanical construction is also one of the principal reasons why alkaline batteries stay on the job and out of the repair shop, give longer life, and help cut material handling costs. *Edison Storage Battery Division of Thomas A. Edison, Incorporated, West Orange, New Jersey.*

Edison
ALKALINE BATTERIES

BUSINESS WEEK

WHERE TO FIND IT

Canada
Figures of the Week
Finance
General News
Labor
Marketing
The Markets
New Products
The Outlook
Production
The Trading Post
The Trend
The War and Business Abroad
War Business Checklist
Washington Bulletin

THE PICTURES

19—Los Angeles Times; 87—U. S. Signal Corps; 108—Acme; 117, 118—Harris Ewing.

THE STAFF

Publisher, Willard Chevalier • **Manager,** Montgomery • **Editor,** Ralph Smith • **Managing Editor,** Louis Engel • **Assistant Managing Editor,** Clark R. Pace • **News Editors,** Henry R. Lane, Richard Lamb, Harold S. LaPolt, Raymond Dodd (Illustration).

Foreign, John F. Chapman • **Production,** W. Dodge • **Law,** J. A. Gerardi • **Finance,** McK. Gillingham • **Marketing,** Phyllis W. (Washington) • **Industry,** Clarence Judd • **Economics,** Sanford S. Parker • **Labor,** M. Pitzele • **Washington,** Irvin D. Foos, John Cobbs, Stuart Hamilton.

Editorial Assistants, Brownlee Haydon (Assistant Foreign Editor), John Hoffman, C. A. Lamb, Richard M. Machol, Mary Price, Arthur Richter, Margaret Timmerman, Edward T. Townsend (Assistant Labor Editor), Doris I. White, Statistician, Dorothy A. Blaesing • **Librarian,** Ruth Wall.

Editorial Bureaus—Chicago, Arthur Van V. singen, Edward Werkman, Mary Richards • **Canada,** John M. Johnston • **Detroit,** Stanley Brams • **San Francisco,** Richard H. Spring • **Washington,** McGraw-Hill Bureau. Staff correspondents throughout the United States, and Canada, Latin America, Great Britain, U.S.S.R.

District Managers—Atlanta, R. C. Mauldin • **Boston,** Nelson Bond • **Chicago,** Arthur G. Wardine, R. N. Whittington • **Cleveland,** Kenneth C. Warner • **Detroit,** C. W. Crandall • **Los Angeles,** R. N. Phelan • **New York,** H. Choate, J. R. Hayes, J. H. Stevenson • **Philadelphia,** H. C. Sturm • **Pittsburgh,** Gene Furge • **San Francisco,** J. W. Otterson • **St. Louis,** G. C. Sears.

BUSINESS WEEK • OCTOBER 14 • NUMBER

(with which is combined The Analyst and Magazine of Business). Published weekly by McGraw-Hill Publishing Company, Inc., James H. McGraw, Founder and Honorary Chairman, PUBLICATION OFFICE, 99-129 NORTH BROADWAY, ALBANY, N. Y. EDITORIAL AND EXECUTIVE OFFICES, 120 42ND ST., NEW YORK 18, N. Y. James H. McGraw, President; Howard Ehrlich, Executive Vice-President for Business Operations; John Abbink, Executive Vice-President for Editorial Operations; Curtis W. McGraw, Treasurer; J. A. Gerardi, Secretary. Allow ten days for change of address. About subscriptions address J. E. Blackburn, Jr., Director of Circulation, Business Week, 330 West 42nd St., New York 18, N. Y.

Subscription rates—United States, Mexico, Central and South American countries \$5.00 a year; Canada \$6.00 for a year. Entered as second class matter December 4, 1936 at the Post Office at Albany, N. Y., under the Act of March 3, 1879. Postage guaranteed. Printed in U. S. A. Copyright 1944 by the McGraw-Hill Publishing Company.

Wage Issue Stalled

The Administration wants to get Hitler in the bag before it grants a wage increase. That's the net effect of this week's action by the National War Labor Board in voting down a resolution of its A.F.L. members to ask President Roosevelt to modify the Little Steel formula.

As a time-consuming alternative the board voted to submit to Roosevelt, through Economic Stabilization Director Fred M. Vinson, a report on (1) the relationship of wages and the cost of living, minus any recommendation as to modification of the Little Steel formula; (2) the operation of the bracket system (whereby wage rates are adjusted to the sound and tested going rates in a community), and of substandard wage adjustments, to discover whether any inequities are present; and (3) the board's idea of what should be the wage policy in the reconversion period after V-E Day.

Post Election Day

NWLB is practically certain to recommend eventually that as hours decline, increases in wage rates should be allowed to compensate workers for loss of overtime. How much time the board will consume in preparing its report to Roosevelt is conjectural, but its delaying tactics will carry the wage issue past Election Day.

The board's action was taken over the opposition of its labor members who are incensed that they intend to submit report directly to Roosevelt, asking him to ignore the board's dillydallying. Inasmuch as the board probably took its cue from Roosevelt, the appeal of the labor members would seem to be in vain.

To Hear Pending Cases

The NWLB will proceed, in the meantime, with consideration of the pending wage cases, which are the basis of the C.I.O.'s attack on the Little Steel formula.

These cases involve the wage demands of five C.I.O. unions—the steel, automobile, electrical, packing house, and textile workers—and of C.I.O. and A.F.L. shipbuilding workers.

Decisions in these cases will be made within the framework of present wage policy, which means that demands for wage increases in excess of the Little Steel formula's limitations will be re-

jected, with a provision for reopening of the cases when the over-all wage policy is liberalized.

Setback for A.F.L.

Rejection by NWLB of the resolution of its A.F.L. members for declaration by Roosevelt of a modification of the Little Steel formula sets A.F.L. back on its heels. It had been hoping to score on the C.I.O. by getting the credit for breaking the wage yardstick by means of a general ruling.

As the leadership of both unions knows full well, considerable prestige will fall to the group that can claim success—prestige that will be of prime organizing importance during the reconversion period.

The C.I.O.—which has great strength in the major basic industries—will have the problem of holding its organizations together during the inevitable reshuffling.

The A.F.L.—which will not suffer as much during the reshuffling because its strength lies in the building trades and smaller plants and shops and service trades—is aware of a fine chance to pick up strength at the expense of the C.I.O.

DPC Seeks Plant Buyers

Surplus property disposal is stalemated at the policy level, but Defense Plant Corp. isn't sitting on its hands. Of DPC's \$8,000,000,000 investment in war plants, about \$5,500,000,000 is subject to option rights by plant operators. DPC is willing to open negotiations with any of these at once, provided the plants they want don't fall into one of the classes that the surplus property law singles out for special treatment (BW—Sep.30'44,p17).

Discussions of postwar sales or leases now are under way with about a dozen operators. Proposed prices are based on present replacement value, not on the figure specified in the option, which usually is inflated by high construction costs. All negotiations are on the understanding that the buyer will not be able to take over until the plant actually becomes surplus.

DPC won't have authority to close the sales until President Roosevelt appoints the new Surplus Property Board prescribed by the law. It is going on the theory that the board will be appointed and ready to take over before any negotiations have reached the final stages.

NWLB Orders Upheld

Refusal by the Supreme Court to review a circuit court ruling that National War Labor Board orders are not subject to court review should clear the way for dismissal of suits brought by Montgomery Ward & Co. against the government (BW—Jul.28'44,p106).

Although NWLB orders are not subject to judicial review, industry still has two ways of reaching the courts in the event of presidential action to enforce NWLB orders. Employers can still ask the courts to enjoin any official ordered to seize-affected property on grounds that the action is arbitrary. After the seizure, the owner of the affected property may sue in the Court of Claims for damages.

Termination Made Easier

Robert H. Hinckley's new Office of Contract Settlement gradually is cutting some of the red tape that has surrounded termination of government contracts.

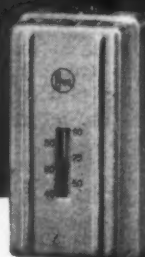
Hinckley's most important recent move is the order giving prime contractors authority to make final settlements with subcontractors who submit claims for less than \$1,000. This means that contractors will be able to pay off a multitude of small claims and get reimbursement from the government without prior approval.

The new authority has one big string tied to it, besides its \$1,000 ceiling. Final settlements without approval can be made only if the subcontractor keeps all his inventory or sells it. If he wants to turn any of it back to the government, however, the settlement must be reviewed.

Another pet project of the Office of Contract Settlement—standard forms for making termination claims—made its debut this week. The forms will be used by all the services from now on. Contractors may obtain them from the local offices of the procurement agencies.

To Shake Up Metals Subsidy

Soon after victory in Europe WPB will probably find it necessary to overhaul the whole system of subsidies and premiums it has used to stimulate marginal production of nonferrous metals, particularly copper, lead, and zinc. Mining interests, always expert at fishing troubled waters, are watching to see



Warm enough for you ?

That's the question it's asking, this sensitive bimetal element. Here on the wall, hidden by the cover of your PENN Thermostat, it's checking to see that your comfort is secure . . . that your room temperature is exactly what you wish.

Let there be a slight drop, *too* slight for you to detect, and this automatic servant snaps the contacts together, flashing the order for more heat. Then, at the first rise in temperature, it's again on the alert, waiting to spring the contacts open before overheating can occur.

The bimetal strip actually "feels" these changes even as you do—but *before* you do—for PENN has placed a tiny electric heating element inside the thermostat. Because of this "heat anticipation," no fuel is wasted in overheating or in making up for heat lost.

It is but another example of *better service through better controls*. Keep it in mind as you look ahead to *better postwar products*. And remember this: Whatever your control requirement, there is a PENN Automatic Control to meet it. *Penn Electric Switch Co., Goshen, Indiana.*

PENN

AUTOMATIC CONTROLS

FOR HEATING, REFRIGERATION, AIR CONDITIONING, ENGINES, PUMPS AND AIR COMPRESSORS

where they should cast their V-E lines.

WPB's attorneys have decided that present charter won't permit the agency to subsidize production of metals when supply is large enough to meet war and essential civilian demands. This means that unless Congress extends its authority, WPB probably will have to withdraw the premium price plan for copper, lead, and zinc (BW—Nov.20'43, p18) shortly after V-E Day.

Many officials expect that OPA, which now sponsors the premium plan jointly with WPB, will continue it as a stabilization measure designed to keep marginal output available during reconversion without a general rise in metals prices. OPA isn't sure yet what it will recommend. The problem may be passed along to War Mobilization Director James F. Byrnes or his successor.

More Steel for Civilians

In contrast to its bearish attitude last summer, WPB is now getting positively reelected with steel. Another 75,000 tons have been allotted to WPB field offices for use in the spot authorization program of limited reconversion. This brings the total spot authorization kitty up to 200,000 tons (BW—Sep.23'44,p17). Top WPB officials are confident that yet another 50,000 tons and maybe more will be available before long.

In addition, the Office of Civilian Requirements has received a supplemental allotment of 57,428 tons of steel for its fourth-quarter programs. This carries OCR's fourth-quarter kitty above 300,000 tons. Originally, OCR requested an allotment of 370,000 tons, only to be trimmed back to 217,000 tons—less than the agency received in the third quarter.

OCR wants WPB to cut red tape and put more flexibility into civilian goods programming by eliminating the quantity restrictions written into many conservation and limitation orders.

Worry About Grain Surplus

War Food Administration officials, concerned over the possibility of excessive production of livestock products this winter—and the consequent pressure on its price supports—are trying to find ways of draining off the surplus of feed grains which was revealed in this week's estimate of a 3,200,000,000-bu. corn crop.

Alternatives are (1) higher corn ceiling prices which would reduce the profit margin in livestock feeding, or (2) a corn loan and purchase program, such as that applied to wheat (BW—Sep.30'44, p15), to accumulate surplus corn in the Commodity Credit Corp. granary.

Willkie Hadn't Decided

Claims of both major parties that the late Wendell Willkie was on their side are based on no certain knowledge as to what position he would have taken in the presidential campaign.

A week prior to his death Willkie had not made up his mind on which nominee he would support, according to a Washington correspondent who talked with him in the Lenox Hill Hospital on Sept. 30.

There is no evidence that any claims as to what Willkie might have done will influence the independent vote. Many believe that his backing of either candidate would have been so qualified as to have had little effect on the outcome.

Forcing the Cotton Issue

War Food Administrator Marvin Jones probably had something more than the wishes of Congress on his mind when he pushed cotton prices so near parity that traders can still feel the rope around their necks (BW—Oct.7'44, p21). Apparently he is attempting to put the industry in such a spot that all will have to get together behind a postwar plan intended to prevent the business from being wrecked by surpluses.

For years as a member of the House, Jones was a strong advocate of the domestic allotment plan, particularly for cotton and wheat. With high support prices guaranteed by the government for these two crops for several years after the war, persons familiar with Jones' operations have a hunch that he will force the issue on a two-price system—a high domestic price and a lower foreign one—as a means of enabling this country to regain world markets for these commodities (BW—Aug.26'44, p120).

Operating today wholly at the govern-

Taking the Brakes Off Construction

WPB this week furnished further evidence of its concern over the construction industry's role in reconversion (BW—Sep.30'44,p5) by completely overhauling its organization for dealing with the industry's problems. A new Construction Bureau has been set up to act as a general coordinator and policy-making office.

This bureau will absorb the old Facilities Bureau and Facilities Committee, which have been formally abolished. In addition, it will assume general supervision over the construction machinery, plumbing and heating, and building materials divisions and will have its own Requirements Committee through which requests of the Divisional Requirements Committees will be channeled.

WPB is not saying so publicly, but these shifts are the groundwork for general relaxation of construction controls. Officials might put L-41, the basic construction order, under the spot authorization program (BW—Sep.23'44,p17) which would give WPB field offices power to permit a limited resumption of normal construction, or they might devise a

somewhat parallel setup with authority to set aside L-41 vested in Washington rather than in the field.

Regardless of the exact machinery, WPB expects to put requests for new construction through a screening process similar to that now used for spot authorization. Requests would be examined in the light of (1) availability of labor—whether or not the project would be in a loose or tight labor area and whether it would require skilled labor; (2) availability of materials; and (3) the character of the project.

Requests to build schools, hospitals, and similar local facilities would be favorably regarded.

WPB's Construction Bureau will have the job not only of determining when and how relaxations are to come but also (by virtue of its control over the industry divisions supplying the field) of making sure that there is an adequate supply of basic construction materials.

Arthur J. McComb, director of WPB's Office of Industry Advisory Committees and former vice-president of Otis Elevator Co., will head the new setup.

DOES YOUR BUSINESS STATIONERY DO THIS ?



Do your letterheads, envelopes, business forms (and advertising pieces, too) immediately establish approval when they are received by your customers and prospects? Are they "silent salesmen?" If not, it's time to do something constructive about the matter.



One of the surest ways to step up the eye-appeal and sales-appeal of your business stationery and direct-mail pieces is to plan them with the aid of your printer. This often means real savings, too—in time, money and paper. And to be sure of fine printed results, always specify NEKOOSA BOND, the Pre-Tested paper that never "lets you down."

BUY MORE BONDS AND KEEP THEM

Paper is a vital war material. To save paper, to save money, now more than ever :

IT PAYS TO PLAN WITH
YOUR PRINTER

Nekoosa Bond

One of the Pre-Tested Business Papers manufactured by the Nekoosa-Edwards Paper Company, Port Edwards, Wisconsin. Companion papers are JOHN EDWARDS BOND, NEKOOSA MIMEO BOND, NEKOOSA DUPLICATION BOND and NEKOOSA LEDGER.

ment's pleasure, the cotton trade is likely to give heed to anything that Jones has to propose. There has been a wide response to invitations by a House subcommittee on postwar agriculture to attend a conference in December.

Petrillo Stymies NWLB

Public opinion is now the only weapon that can be used against James C. Petrillo, president of the American Federation of Musicians, William H. Davis, chairman of the National War Labor Board, stated after Petrillo rejected President Roosevelt's personal appeal to lift his ban on the making of new recordings by RCA-Victor and Columbia (BW—Mar. 11 '44, p88). "Czar" Petrillo has been notoriously immune to assaults of public opinion.

The Administration's decision to wash its hands of the Petrillo case with a personal appeal from Roosevelt resulted from the fact that the war effort just wasn't suffering from a shortage of records and wartime powers couldn't be invoked. The outcome won't help the board get compliance in other "twilight zone" cases where it has doubtful jurisdiction.

Draft Uncertainty Cleared Up

New changes in draft regulations will not affect the industrial labor force very much, but should end uncertainty confronting many registrants.

Classification regulations have been changed to assure men over 38, men qualified for limited service, and discharged war veterans that they will not be called. The armed forces were not taking these groups, but they were classified as subject to call.

Capital Gains (and Losses)

J. A. Krug, chairman of WPB, will give a testimonial dinner for Donald Nelson Oct. 18 in Washington. Sidney Weinberg, a former WPB vice-chairman, will give a testimonial dinner for Charles E. Wilson, a former WPB vice-chairman Oct. 20 in New York City.

—Business Week's
Washington Bureau

THE COVER

Prime objective of the Allied drive in western Europe is Berlin, but of immediate importance is occupation of Germany's industrial Ruhr and Saar regions from which flows the lifeblood of the Wehrmacht.



SPECIALIST IN GETTING THE "BUGS" OUT

Merely saying, "Ideas are dandy — let's have yours," isn't enough to get employees to suggest improvements in products, methods or processes.

One reason the Morton Suggestion System has worked so well in over 10,000 installations in 16 years is the specific nature of the appeals it uses. "Getting the bugs out" is just one important line along which the Morton Suggestion System guides creative employee thinking.

Proved, resultful appeals are one of many features that enable this expertly planned idea producer to work anywhere, anytime. Even though you now operate your own, it will pay you to investigate the Morton Suggestion System. Its ability to raise employee morale, improve quality of ideas and more than pay its way, can be extra valuable in the period just ahead.

Get the cost-free details immediately. Simply drop us a line — we'll do the rest.

**MORTON MANUFACTURING CO.
SUGGESTION SYSTEM DIVISION**
345 N. Leamington Ave., Chicago 44, Ill.

THE OUTLOOK

BUSINESS WEEK

OCTOBER 14, 1944



These are days of uncertainty, days when business planning seems hardly worth while. But this is no time to rest on the oars.

Uncertainty always prevails in the last few weeks before a presidential election unless the outcome is a foregone conclusion. And political analysts are a long way from conceding the result of this race (page 16).

But even the election—important as it may be to the postwar business climate—is not the top uncertainty. Military leaders have been officially preparing us for a winter stalemate in Europe—while privately hoping for much faster progress.

Result of these military forecasts is **not** more war production; not much more can be squeezed out. **Main effect is to snarl up postwar plans.**

The shape of things to come is vague enough without compounding the confusion. This is evident in the current "battle of the economists."

Lined up on one side are the National Planning Assn., the Dept. of Commerce, the Federal Reserve Board, and Beardsley Ruml (more or less officially for the Committee for Economic Development). They foresee a national income of \$140 to \$145 billion in 1947 (in terms of 1943 prices).

More or less alone on the other side is the Brookings Institution with an estimate of \$123 billion. Feelings have been bruised, verbally.

A difference of \$15 or \$20 billion in 1947 national income can't be shrugged off. The impact on business profits and personal incomes is obvious.

Then, too, **federal budgets and income tax rates are involved.**

Behind the difference of opinion are difficult economic projections. How big will the labor force be? What will be the efficiency of workers measured by production per man-hour? What will happen to prices?

Each economist making an estimate of postwar prospects must answer these questions by making assumptions. He may go astray as to method; he may err in statistical application of the method adopted.

Basing economic "forecasts" on assumptions leads one noted economist to warn that these really aren't forecasts at all and should be judged accordingly.

When basic factors are assumed to be thus and so, analysts proceed to logical conclusions. Most of them succeed in setting up a desirable goal in terms of employment and productivity and national income.

But the public, uninitiated in the intricacies of such things, is likely to conclude that here is a detailed blueprint of the future.

Businessmen should keep their eyes on 1944 and 1945, not 1947. Do the best you can to reconvert quickly, to maintain a high level of employment and production, and 1947 will take care of itself.

Attacks on the demobilization laws will bring changes slowly, if at all.

Best policy now is to make plans in line with existing legislation. The strings tied to surplus disposal will impede the transition from war to peace, but the botched job is in the books. When the amendments are introduced, pressure groups will try to tie the knots tighter.

Wall Street continues to record its dollar-and-cents bets on the outlook.

Electronics, an industry whose potential expansion is too obvious to question, has been among the top favorites.

Small motor car companies have been heavily backed by the more

THE OUTLOOK (Continued)

BUSINESS WEEK
OCTOBER 14, 1944

speculative money; buyers figure the Big Three can't supply postwar demand and that the little fellows will enjoy a nice "spill-over" market. (Incidentally, some of the small companies had no 1942 models; they'll be late, but their cars, when presented, will be brand new.)

Aircraft manufacturing shares have been bought recently on the theory that the future couldn't be as bad as depressed quotations indicated.

Examples of constructive business planning are more and more frequently encountered these days.

New York City's Committee for Economic Development, at a luncheon this week, set its sights on **35% more production and 550,000 more jobs** after the war than in 1940.

At the company level, the Packard Electric Division of General Motors outlined a program calling for **\$2,500,000 in new plant and equipment and 91% more jobs than before the war.**

Frozen foods people, making big plans for enlarged postwar distribution, are talking of everything from self-service visual display cabinets to coin-vending machines as simple as those from which you get chewing gum.

News on the gasoline situation gradually is becoming more pleasant.

The drain on supplies earmarked for civilians has gone into its customary seasonal decline since the middle of September.

High-octane output finally has been pulled up to aircraft needs. Inadequate reserves still must be replenished, but this will be expedited by the fact that weather will somewhat reduce the number of sorties flown over Germany from now on.

The oil industry has outdone itself, both in producing and in refining.

Don't go right out and tear up your ration book, but there will be more gas for every man's jalopy in 1945.

This week's federal crop report places the corn harvest at an all-time record of nearly 3,200,000,000 bu. That, with a wheat crop which also sets a new high mark above 1,100,000,000 bu., wipes out all the fears of grain shortage prevalent a few months back.

Moreover, the midweek crop weather report confirmed the fact that all but a very little of this year's corn is beyond frost danger.

Record crop production in this war has been accomplished with a minimum plowing of idle land. This is a boon to agriculture's future.

The Dept. of Agriculture, which has a pretty close check on such things, says only 1,170,000 submarginal acres have been plowed during this war, including Victory gardens. Last time it was 30,000,000.

There were "dust bowls" on our plains before a plow ever touched them, but we haven't done much to create new ones during this war.

The next fight over farm implements may never even come out into the open, but it will be between the War Food Administration and the Foreign Economic Administration. (WFA and WPB have finally buried the hatchet.)

FEA will back the United Nations Relief & Rehabilitation Administration's call for 186,000 tons of implements. This claim on production will run smack into farmers' calculations that they finally are due to get what they need.

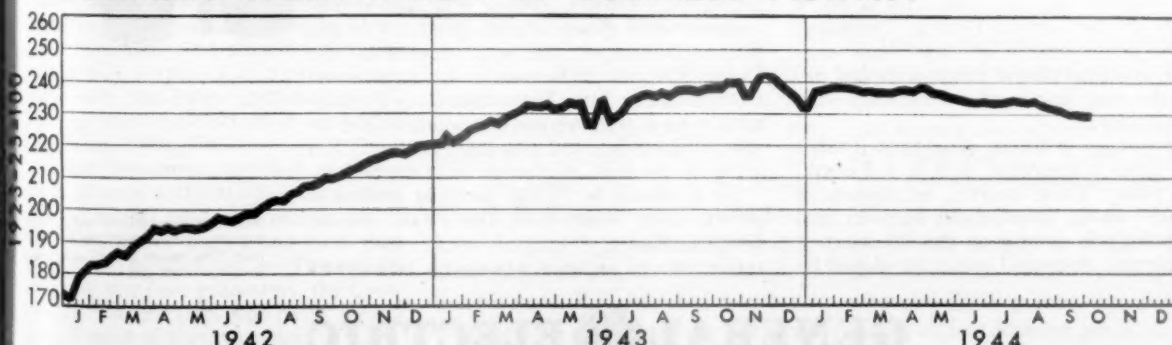
FIGURES OF THE WEEK

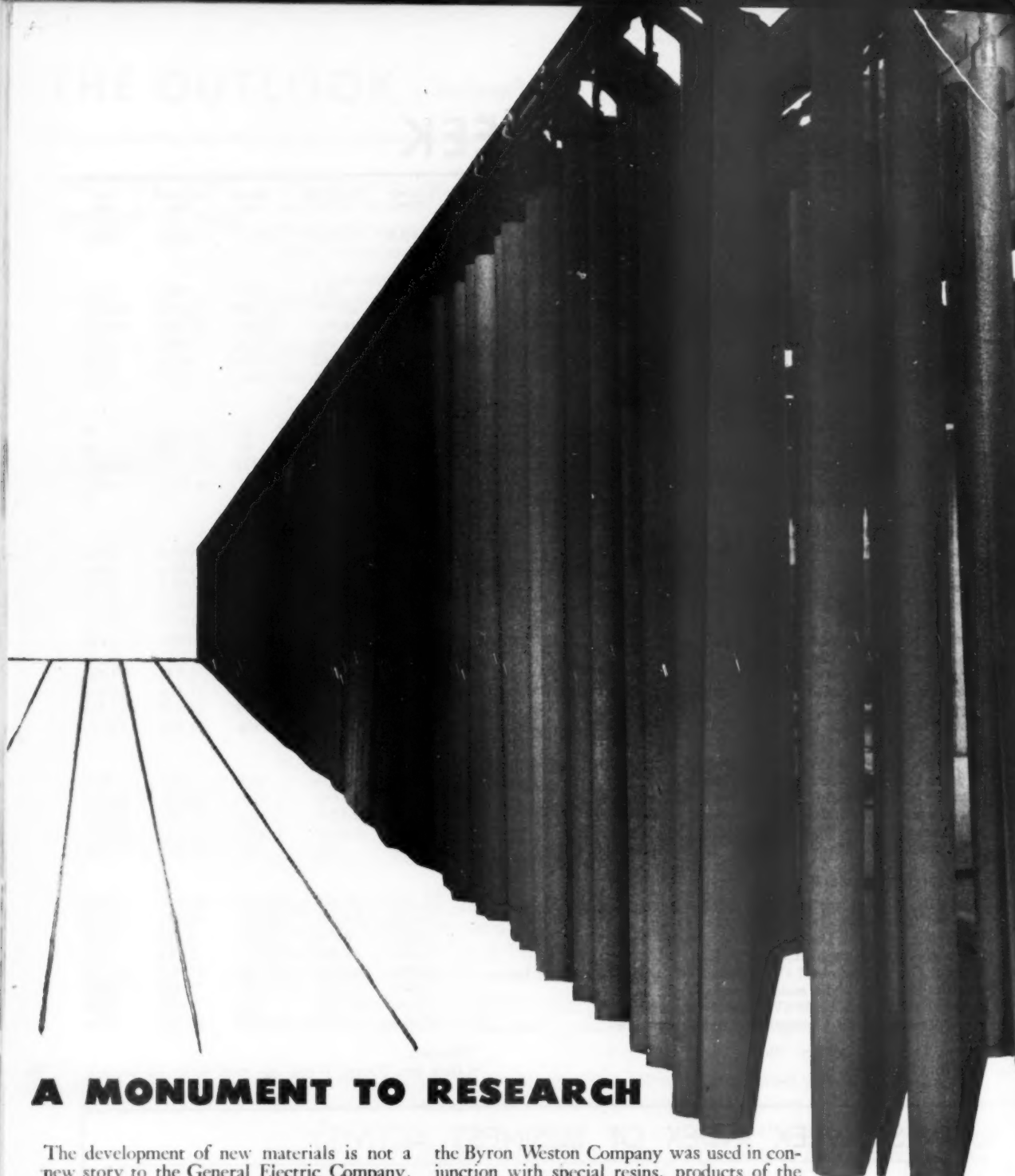
	§ Latest Week	Preceding Week	Month Ago	6 Months Ago	Year Ago
THE INDEX (see chart below)	*230.8	+230.8	231.7	238.8	238.9
PRODUCTION					
Steel Ingot Operations (% of capacity).....	96.9	95.6	93.8	98.7	102.2
Production of Automobiles and Trucks.....	16,865	20,935	17,285	18,175	20,635
Engineering Const. Awards (Eng. News-Rec. 4-week daily av. in thousands)....	\$5,595	\$4,962	\$7,193	\$5,383	\$9,721
Electric Power Output (million kilowatt-hours).....	4,375	4,366	4,228	4,361	4,342
Crude Oil (daily average, 1,000 bbl.).....	4,692	4,762	4,689	4,416	4,390
Bituminous Coal (daily average, 1,000 tons).....	2,008	1,975	1,940	2,086	2,030
TRADE					
Miscellaneous and L.C.L. Carloadings (daily average, 1,000 cars).....	88	86	87	82	85
All Other Carloadings (daily average, 1,000 cars).....	64	63	63	50	67
Money in Circulation (Wednesday series, millions).....	\$23,881	\$23,658	\$23,432	\$21,191	\$18,883
Department Store Sales (change from same week of preceding year).....	+12%	+9%	+15%	+32%	-5%
Business Failures (Dun & Bradstreet, number).....	27	15	9	37	42
PRICES (Average for the week)					
Spot Commodity Index (Moody's, Dec. 31, 1931 = 100).....	250.0	+251.8	+249.2	250.4	247.8
Industrial Raw Materials (U. S. Bureau of Labor Statistics, Aug., 1939 = 100)...	166.0	165.9	165.4	163.1	160.6
Domestic Farm Products (U. S. Bureau of Labor Statistics, Aug., 1939 = 100)...	225.5	224.4	222.6	222.5	217.6
Finished Steel Composite (Steel, ton).....	\$56.73	\$56.73	\$56.73	\$56.73	\$56.73
Scrap Steel Composite (Iron Age, ton).....	\$16.08	\$16.08	\$18.00	\$19.17	\$19.17
Copper (electrolytic, Connecticut Valley, lb.).....	12.00¢	12.00¢	12.00¢	12.00¢	12.00¢
Wheat (No. 2, hard winter, Kansas City, bu.).....	\$1.62	\$1.60	\$1.50	\$1.64	\$1.50
Sugar (raw, delivered New York, lb.).....	3.74¢	3.74¢	3.74¢	3.74¢	3.74¢
Cotton (middling, ten designated markets, lb.).....	21.71¢	21.80¢	21.29¢	21.16¢	20.43¢
Wool Tops (New York, lb.).....	\$1.340	\$1.333	\$1.330	\$1.315	\$1.363
Rubber (ribbed smoked sheets, New York, lb.).....	22.50¢	22.50¢	22.50¢	22.50¢	22.50¢
FINANCE					
90 Stocks, Price Index (Standard & Poor's Corp.).....	102.9	101.5	98.9	95.6	93.0
Medium Grade Corporate Bond Yield (30 Baa issues, Moody's).....	3.55%	3.56%	3.56%	3.68%	3.83%
High Grade Corporate Bond Yield (30 Aaa issues, Moody's).....	2.72%	2.72%	2.71%	2.74%	2.70%
Call Loans Renewal Rate, N. Y. Stock Exchange (daily average).....	1.00%	1.00%	1.00%	1.00%	1.00%
Prime Commercial Paper, 4-to-6 months, N. Y. City (prevailing rate).....	3%	3%	3%	3-3½%	3-3½%
BANKING (Millions of dollars)					
Demand Deposits Adjusted, reporting member banks.....	35,383	35,435	35,469	32,872	30,322
Total Loans and Investments, reporting member banks.....	54,436	54,673	55,493	51,633	51,278
Commercial and Agricultural Loans, reporting member banks.....	6,091	6,076	5,986	6,215	6,277
Securities Loans, reporting member banks.....	2,480	2,480	2,671	2,193	3,210
U. S. Gov't and Gov't Guaranteed Obligations Held, reporting member banks..	40,506	+40,724	41,446	37,961	36,215
Other Securities Held, reporting member banks.....	2,931	+2,969	2,957	2,902	2,946
Excess Reserves, all member banks (Wednesday series).....	900	900	800	859	1,697
Total Federal Reserve Credit Outstanding (Wednesday series).....	17,099	16,943	16,509	12,766	9,775

Preliminary, week ended October 7th.
 Ceiling fixed by government.

† Revised.
 § Date for "Latest Week" on each series on request.

BUSINESS WEEK INDEX OF BUSINESS ACTIVITY





A MONUMENT TO RESEARCH

The development of new materials is not a new story to the General Electric Company. For over fifty years G.E. has been continuously creating plastic compounds and improving the workhorses of the industry—the old familiar resins.

Above you see a forest of laminated tubes hanging from a conveyor belt in a General Electric plant. These barrels, in clusters of three, make up the famed flying bazooka used so successfully in combat on the Thunderbolt fighter planes. A special paper developed by

the Byron Weston Company was used in conjunction with special resins, products of the plastics laboratory, and was adopted by the United States Army because of its lightness and strength under fire. These tubes are a monument to G-E research and development, the resourcefulness that will continue to make G.E. a leader in the field of plastics after the peace.

For a solution to *YOUR* particular problem in plastics, write Section I-310, One Plastics Avenue, Pittsfield, Mass.

FIFTY YEARS IN THE PLASTICS INDUSTRY

GENERAL  ELECTRIC

Hear the General Electric radio program
G-E All-girl Orchestra" Sunday 10 P.M.
NBC. "The World Today" news every
6:45 P.M. EWT, CBS.

INSURE YOUR FUTURE BY BUYING WAR BONDS AND SAVING TH

Crop Planting Curbs Ahead

Government food agency economists, citing big carryover of wheat and cotton, fear that high guaranteed prices will result in unmanageable surpluses unless production is controlled.

Government curbs on crop production are a distinct possibility in 1945—a practical certainty in 1946.

War Food Administration officials don't like to acknowledge this prospect now. After election, they'll be planting the idea all around—unless the Republicans should win.

• **Eye on Election**—The tip-off is a message that War Food Administrator Marvin Jones recently sent to N. E. Dodd, chief of the Agricultural Adjustment Administration, pointing out that "demand will not be unlimited in 1945 for all farm products."

Next year's farm production program will be announced in December by the present Administration. If the New Deal has won the election, some cutbacks will be advocated in 1945 production of corn, hogs, certain vegetables, and eggs.

If the New Deal has been voted out of office, lame duck officials will be disposed to let things ride, thus saddling the incoming administration with the distasteful burden of reducing production and watching over prices.

• **Surpluses Forecast**—Meanwhile, the WFA officials are letting the idea leak out for the benefit of the farm and labor vote that total production will be maintained at 1944 levels with only minor shifts in individual commodities. They are not committing pre-election suicide by threatening farmers with reduced income or labor with a reduced food supply.

Divorced from politics, WFA economists are practically unanimous in the conviction that because of high guaranteed prices now and after the war, unmanageable surpluses of cotton, wheat, corn, lard, and other commodities will pile up unless production is controlled (BW—Sep. 9'44, p17).

These economists say that as things stand already, 400,000,000 bu. of wheat will be carried over next season, about 500,000,000 bu. of corn, and more than 11,000,000 bales of cotton. Through its loan and purchase guarantees, the Commodity Credit Corp. will be in possession of most of these surpluses.

• **Wheat Acreage Up**—Early fall indications are that the winter wheat grow-

ers have seeded close to 49,000,000 acres for harvest next year, against the 47,000,000 acres planted last fall. Growers could hardly be expected to do less in view of the near-parity price guarantee for their 1944 crop, and the legislative assurance of not less than 90% of parity for two years after the war.

Wheat has been disappearing less rapidly this season than last, out of near-record supplies in both years. Less wheat is being fed to livestock, and a smaller quantity is going into industrial alcohol. Larger exports of wheat and flour are counted on to make up the

difference, but economists consider big exports unlikely in view of the large surplus of lower-priced grain elsewhere in the world (BW—Sep. 23'44, p18).

• **Corn Surplus Preferred**—Corn also is disappearing less rapidly than last season, because of the 25% reduction in the 1944 spring pig crop. The economists figure that unless hog production is increased next year, less than 2,900,000,000 bu. of corn will be used (including corn for processing) out of a total supply estimated at 3,400,000,000 bu.

Looking only at the prospective demand for pork and lard meat next year, some WFA economists recommend a 15% cut in the 1945 pig crops. This would help WFA to support prices at the required 90% of parity for hogs, but it would add to the surplus of corn, and thus make imperative (as in the case of wheat) a cutback in 1945 corn acreage.

• **Back to Soybeans**—Assuming a reduction in corn acreage, some of the surplus



PRODUCTION MIRACLE

In 1942, a month after Pearl Harbor, President Roosevelt's goals for U. S. airpower were staggering: 50,000 war planes to be produced that year, 125,000 the next. Last week in Kansas City, J. H. Kindelberger, North American Aviation's president, and Brig. Gen. Ray G. Harris shook hands under the wing of a B-25 Mitchell bomber—the 30,000th plane built by the company since September, 1939. That's over 2,000 more than all military and

civilian planes in the U. S. in 1940. Actually unit production has been short of the President's marks but the increased output of heavy bombers has jumped the total on a pound basis as compensation. Total output in 1942 was 47,873 planes weighing 276,000,000 lb.; last year production went to 85,946, weight to 664,000,000 lb. and this year monthly output has averaged 8,388 planes, is expected to taper off, but bomber production will probably push the poundage total well past the billion mark.

land in the Corn Belt would probably go into soybeans. WFA wants as much, but no more, soybeans than in 1944; but only those farmers who are willing to cast aside the government price inducements and who are imbued with the importance of rebuilding their pastures would go out of both corn and soybeans.

The idea behind the maintenance of soybean acreage is that until imports of vegetable oil-bearing materials from the Philippines and East Indies are resumed, we'll need to maintain our war-expanded production of oil crops (BW—Sep. 2'44, p21). Another consideration is that there may be a sharp reduction in the production of peanuts for oil next year.

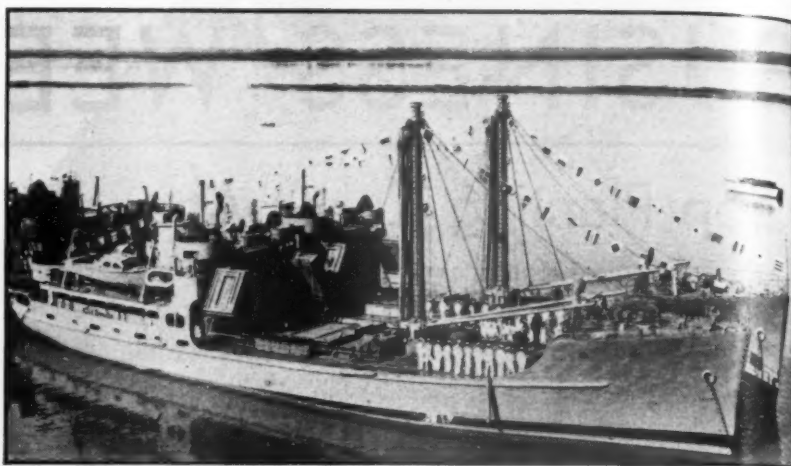
• **Glut of Cotton**—A reduction in 1945 acreage of peanuts for oil would inevitably accompany any increase in next season's acreage of cotton. On this score, the economists say that at present guaranteed high prices for cotton, an increase in cotton acreage next year is a foregone conclusion unless cotton planting is restricted by the government. They even talk about the possibility of a 15,000,000 to 20,000,000 bale crop of cotton which would be added to an expected carryover of 11,000,000 bales in 1945.

• **Milk a Problem**—Milk is another of the big question marks for 1945. This year, the WFA made the marketing of fluid milk so profitable to producers that a shortage of butter resulted. In some quarters it is thought that next year the demand for fluid milk may decline to such an extent that butter would then become a surplus problem. Others say that with restrictions on dairy products likely to be removed next year, there will be a market for all the butter the dairymen will be able to produce.

• **Poultry Dumped**—Poultry and eggs are a smaller problem since the feed-price ratios of both are currently unfavorable for increased production. Poultrymen are calling their flocks and tossing the birds on the market to the embarrassment of WFA poultry price commitments.

Fearful of a market jam-up, like the one that occurred in hogs last winter, the WFA is now begging producers to contract with outlets before dumping their poultry.

• **Little at a Time**—Based upon an expected reduction in the over-all demand for farm products next year, the WFA economists make out a perfect case for production control in 1945. They say it would be better—in order to maintain high prices—to cut back the production a little next year rather than to shock the entire agricultural economy with wholesale slashes in 1946.



TENNESSEE TWINS

Twin ceremonies at Decatur, Ala., add to the Army's fleet the first two ocean-going cargo vessels commissioned on the Tennessee River. Built by the Ingalls Shipbuilding Corp.,

these all-welded steel ships are 176-ft. freighter-transporters of the War Dept.'s FP class which was designed for the Pacific war theater (BW—Apr. 15'44, p55). From inland shipways the combination vessels must travel 1,300 miles to reach the Gulf's tidewater.

Mid-Campaign

No sharp distinctions on basic policy have yet been made by candidates. Independents still hold balance of power.

Before it heads into what will almost certainly be a feverish climax, this wartime presidential campaign is at a sufficient lull to permit some objective appraisal.

• **How It Looks**—To experienced political observers, three immediate conclusions seem justified by the evidence at this stage:

(1) Polls, betting odds, and partisans notwithstanding, this is a breathlessly open race. Cool-headed Republicans are making no fancy claims, and President Roosevelt has, for the first time, used the phrase: "If I were to be defeated." At this point it seems clear that the two chief controlling factors will be the swing of the independent voters (estimated to be fully 20% of the electorate and currently recorded by Gallup to be substantially on the Democratic side) and the size of the total vote. Of the latter the Democrats say that if the President can't bring it above 40,000,000, he may be defeated through indifference.

(2) It seems evident that the winning issues have not emerged thus far on either side. There is no substantial sign that either candidate has yet made a

commanding appeal to the nonparty, nonconformist middle-of-the-road vote. That is why the outcome of the election is still so uncertain, and why developments yet to come may be decisive.

(3) It has not yet been brought out for the record that Roosevelt and Dewey personally are in basic conflict on any fundamental policy at issue in this election. This conclusion will be disputed by many supporters of both nominees but the factual evidence deserves to be closely examined.

• **A Potential Issue**—On foreign relations, those who have listened to the campaign oratory must find policy and objective between Roosevelt and Dewey almost identical. And Dewey has implemented this show of unity by associating his foreign affairs adviser, John Foster Dulles, with Secretary of State Cordell Hull in a nonpartisan approach to working out world security plans.

On domestic affairs the candidates hurl harsh names at each other and pour on the adjectives, but there is increasing evidence that they are proposing to do the same things. Each says merely that he would do the same things better, and that may, indeed, become the central issue of this campaign.

• **Planning Embraced**—To the correspondents who traveled with Dewey there seemed to be no doubt that in his Seattle, San Francisco, and Los Angeles speeches, Dewey personally embraced the essential measures, and basic viewpoints, that might be described as representing a social security concept of the federal government, viewpoints

that in large measure approach a planned economy. He embraced them decisively and explicitly.

In San Francisco Dewey stated that the federal government must play a continuing and substantial role in directing the economic life of the nation after the war; and in the fields of industry, agriculture, labor, and finance he proposed a degree of government interven-

tion in what he called "the free workings of the American economic system," which went far beyond anything that the Republicans, as a political party, have heretofore accepted.

• **Positions Cited**—To illustrate the extent to which Dewey has embraced and documented this point of view, it is useful to bring into focus the positions he has taken:

He accepted for the federal government complete responsibility to prevent unemployment.

He said the federal government should be employed to solve problems which individuals and groups are unable to solve by themselves.

He indorsed all unemployment insurance, old age pensions, and minimum wage laws enacted during the past eleven

ROOSEVELT-DEWEY: WHAT THE POLLS SHOW

At this stage in the presidential campaign, the two major polls which attempt to forecast the state-by-state vote are agreed that President Roosevelt is slightly in the lead. The latest available samplings were taken in

mid-September, when Gov. Thomas E. Dewey had just started his far western swing, and before the President's first campaign speech.

The Crossley poll shows a considerably heavier electoral vote majority

for Roosevelt than the Gallup poll, but Crossley considers only 25 states now safe for one candidate or the other, compared with Gallup's 31. There are two main reasons for these differences:

(1) Crossley estimates the effect of the soldier vote on the basis of preferences of male civilians of similar age. Gallup's figures do not include any estimate of this factor. According to Crossley, 51.1% of civilian voters favor Roosevelt. But if the projected soldier vote is included, the figure is 52.2%. Such estimates make it apparent why the soldier balloting is an item of concern in close states.

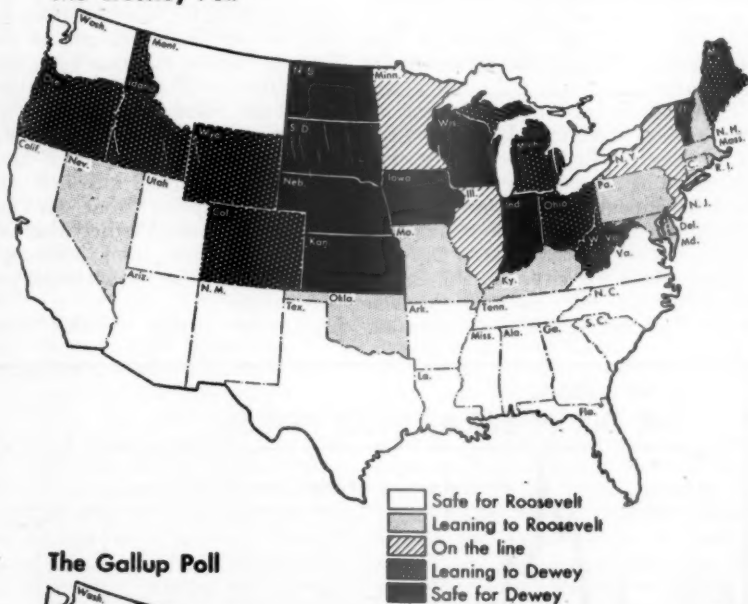
(2) Crossley considers any state showing 54% or less in favor of a candidate as "shiftable" before the election, while Gallup places his dividing line one point lower, at 53%. Thus the states of Maine, Wisconsin, and Nevada, which split 54%-46% on Gallup's figures are considered safe by him. The states that divided 54%-46% in the Crossley poll—Idaho, Nevada, and Michigan—are placed in his doubtful group.

Despite these differences, only two states are placed in opposite camps by the two polls—Oregon and West Virginia. Crossley figures show Dewey leading in both with 51% of the vote, while Gallup gives Roosevelt the nod by 51% and 55% respectively. The big difference is in the 50-50 states, and this may be partly accounted for by Crossley's inclusion of a soldier vote estimate.

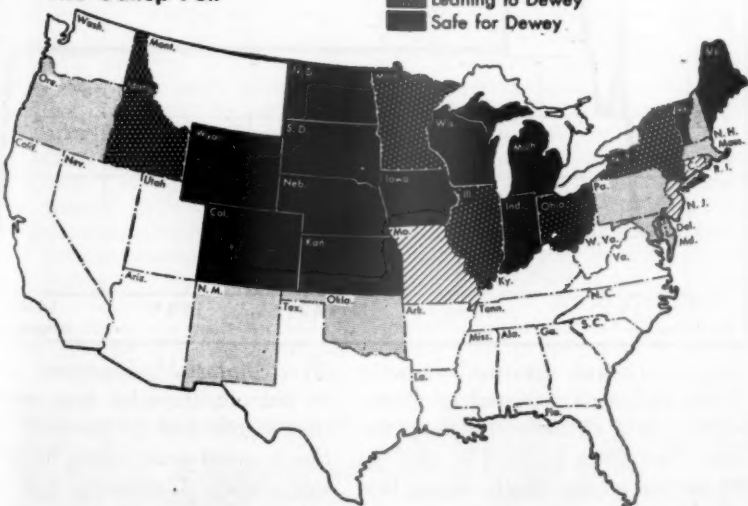
The electoral vote standings are (266 needed to elect):

	Crossley	Gallup
Safe for Dewey.....	60	93
Probable Dewey	76	115
Total Dewey	136	208
On the line.....	102	39
Probable Roosevelt	117	90
Safe for Roosevelt.....	176	194
Total Roosevelt	293	284

The Crossley Poll



The Gallup Poll



years and advocated their extension to bring 20,000,000 more people under provisions of the Social Security Act.

He pledged to protect the farmer against extreme fluctuations in prices.

He assured to labor the retention of all social gains and absolved unions of blame for wartime strikes.

He spoke against the Connally-Smith act (passed over the President's veto) which sought to put restrictions on labor unions, and advocated continuance of the National Labor Relations Act with amendment.

He favored federal development of great natural resources, with local communities determining methods of distribution.

He urged legislation to "stabilize" the coal industry.

He affirmed that the federal government must intervene in handling foreign trade if the United States is to compete effectively with the state-controlled economies of many other countries.

He said there must be no return "to the days of unregulated business and finance."

• **Dewey's Task**—There are, of course, distinctions and nuances between the positions of the two nominees, but on the record thus far there appears to be more that unites than separates them on basic foreign and domestic policy.

It will be Dewey's essential task in the remainder of the campaign to make his distinctions sharper.

• **Fourth-Term Issue**—Politically the President's election strength continues to rest on two main arguments: that his continuance in office would mean a speedier winning of the war and a more secure building of the peace, and that he is a more trusted friend of labor.

Roosevelt's weaknesses in the campaign are that a fourth term is widely regarded as unhealthy for democracy, that the administrative side of his three terms has been notoriously bad, and that while the New Deal alleviated the worst hazards of the depression it inherited, it did little to cure its causes, since mass unemployment persisted until the United States went to war.

• **Dewey Appraised**—Politically, Dewey's strength stems from the freshness and vigor of his campaign, his capacity to expose his opponent's foremost shortcomings, his dramatic action in joining with Secretary Hull in the "nonpartisan approach" to the peace, and the force with which he has welded and unified the party organization.

Dewey's weaknesses in the campaign are, in part, those which the late Wendell Willkie also experienced: His liberal pledges to labor are offset by labor's distrust of the Republican Party's record in Congress; further, his declarations in behalf of nonisolationist for-

eign policy have left doubts in the minds of some because they wonder if he will stand by his views since he has over the past four years been on both sides of important foreign policy issues.

• **Area of Agreement**—Dewey and Roosevelt are agreed completely on what the American people must want: to win the war decisively, to win the peace thoroughly, to have jobs when it's all over.

Omaha Ultimatum

Condemnation of private utility threatened by city council unless new contract contains notice-of-sale clause.

The Omaha city council has adopted a resolution directing the city legal staff to prepare an ordinance submitting to Omaha voters the question of condemnation of local Nebraska Power Co. properties.

The action grew out of a delay on the part of American Power & Light Co. (Electric Bond & Share system) in executing a five-year lighting contract which contains a clause for a 180-day notice to the city in case of intended sale of its Nebraska Power Co. subsidiary. Both the city and N.P.C. officials have already executed the contract, but the holding company's sig-

nature is still necessary to put the agreement into effect.

• **Warns Bond Houses**—Omaha's mayor, Dan Butler, threatens that condemnation will be pressed unless the 180-day notice agreement is renewed.

The old contract which expired on Oct. 5 contained a clause requiring the notice, and the city council's action was intended to put bond houses that might be involved in financing the sale of Nebraska Power Co. on notice that the city will resort to condemnation rather than lose control over the local utility.

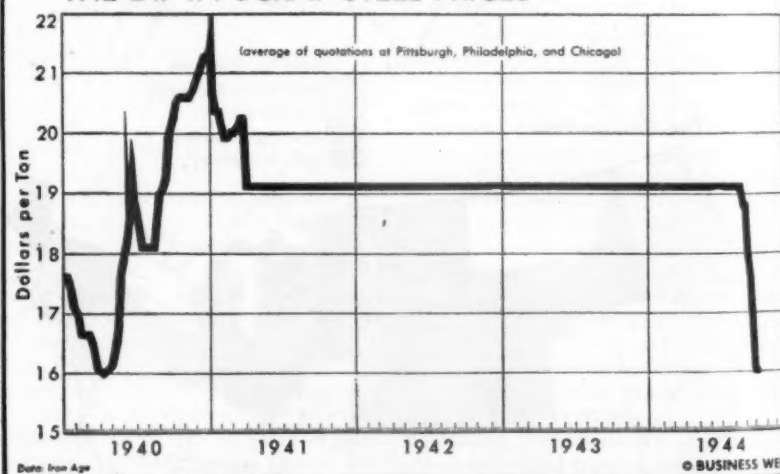
• **Private Deal Reported**—The boggy frightening Omaha's mayor is a group of "public spirited citizens" which has been reported negotiating for the utility.

Ending of the notice-of-intention agreement, the council's resolution stated, "might place the city of Omaha in a position in which it would lose the control over the operations of the Nebraska Power Co., and place the properties in the hands of interests hostile to the best interests of Omaha and its citizens, and thus bring irreparable harm to the people of Omaha."

• **Politics Hinted**—While the "public spirited citizens" who are "hostile to the best interests of Omaha" have not yet been identified, talk in Omaha is that the group is a "front" for Consumers Public Power District which is prohibited by law from acquiring "an electric utility in the metropolitan city of Omaha."

Another report is that Omaha's

IN THE OUTLOOK:
THE DIP IN SCRAP STEEL PRICES



Scrap steel prices, sensitive barometer of the industry's appraisal of future activity, held virtually at ceilings for more than three years. The spill in the last few weeks reflects several factors: (1) relative plenty of steel scrap;

(2) a comfortable inventory position on iron ore, the other basic source of steel ingots; and (3) the mills' intention to avoid overstocking high-priced scrap when Germany's fall might cause a temporary drop in operations.

mayor, having polled the fewest votes of any of the incumbent city commissioners in the last election, would not be hurt in his campaign for reelection by a little publicity.

Legal Advice Sought—American Power & Light Co. attributed the delay in signing the contract to the time required to secure legal opinion on whether the 180-day notice clause will violate the provisions of the "death sentence" clause of the holding company law.

Cigarette Famine

With more than 23% of smokes going overseas, civilians have to get along on fewer than they had last year.

In Los Angeles, your cab driver may volunteer to get you a carton of Camels for \$3 and save you the trouble of waiting in line for a pack of some brand you never heard of.

In Dallas, a girl gets a carton of Luckies every month from her brother in the service—mailed from India.

In New York City, Patsy D'Agostino, grocer, estimates from his charge slips that 80% of Manhattan's smokers are hoarding from two to a dozen or more cartons each.

In Tokyo, Domci, the official news funnel, announces cheerfully that American women are smoking pipes because they can't get cigarettes.

Production at Peak—Actually, production of cigarettes is at the highest level the industry has known—a probable total of 325 billion cigarettes this year, as compared with 290 billion in 1943.

But consumption is high, too, and the civilian doesn't get a nod from the manufacturers until military demand has been satisfied. The trade estimates that the military services will take as many as 75 billion of the 1944 output for shipment (tax free) to soldiers and sailors overseas. That would leave about 250 billion cigarettes for domestic smokers, almost 8 billion short of the 257.9 billion produced for domestic trade in 1943 (BW—Jul.29'44,p21).

More Camels—Even 250 billion may be an optimistic estimate, for the Army has just put the squeeze on R. J. Reynolds Tobacco Co. for an additional 150,000,000 Camels a week. Reynolds has worked out a way with the C.I.O. union in its plant of increasing production by 65,000,000 a week, and presumably will supply the other 85,000,000 from the amounts earmarked for civilians.

The U.S. Dept. of Agriculture reports that the shortage is at its peak,



Los Angeles smokers wait to buy cigarettes, foreshadowing a new kind of customer queue that is apt to spread as bites on civilian supplies cut in deeper.

although it may continue through the fall and winter.

By Allotment—Practically all manufacturers are distributing their cigarettes on an allotment basis, the allotments varying from 60% to 85% of previous shipments and in some acute shortage areas as little as 40%. Cleveland, for example, is getting about 40% of its normal quantity of Camels, while Chesterfields are off 20% in October as compared with September.

What the dislocations of war have done to brand preferences is not readily apparent. Close to one-fourth of total production of all brands goes to the armed forces, and how the rival brands fare in the distribution is as much a secret as the manufacturers' own jealously guarded production figures.

Only Part of the Story—Thus, the trade recognizes that production estimates covering the first eight months of 1944 (box, page 20) tell only part of the story, for these figures apply only to tax-paid cigarettes, not the tax-free smokes sent abroad by the government. The figures represent what the manufacturers can provide, or can spare on an allotment basis; they do not necessarily mirror consumer preference.

Something of this sort could be responsible in part for Camel's drop from second place to third place in the estimates. Reynolds started earlier than the others to allot its product, and the trade regarded this as smart policy designed to conserve high-quality inventories and blending formula.

Camel yielded to Chesterfield (Lig-

gett & Myers) in the standing; Lucky Strike (American Tobacco), with sales running at an annual rate of some 65 billion, remained comfortably in the lead; Philip Morris (Philip Morris & Co.) and Old Gold (P. Lorillard) continued to hold fourth place and fifth place, respectively.

Price Controls Falter—The shortage has had a pronounced effect on marketing practices. The black market is only one indication of faltering price controls. The tie-in sale, condemned by OPA, is common with jobbers in many areas, according to dealers, who must take a stock of brands which occupy, at best, an obscure position in normal times in order to obtain meager supplies of the favorites. The upshot is that the average smoker will smother his brand consciousness in his frenzy to buy anything that can be smoked.

Sooner or later, of course, the cigarette manufacturer bumps up against a ceiling on his supplies of raw materials. It's a matter of trade gossip that many of the producers have cut quality to be certain of meeting volume demand. One of the large companies is said to have cut by 50% the amount of scarce Turkish tobacco (BW—May13'44,p31) which goes into its products.

Bumper Crop—Inventories are dangerously low. Hence the latest crop report of the U.S. Dept. of Agriculture provides what might, under normal conditions, be good news for cigarette manufacturers. The government estimates that the current crop will come to 1,700,000,000 lb., a near record, and

Cigarette Output by Brands

Of the 325 billion cigarettes which will be made in the United States this year, only 250 billion, or something over 76%, will be available to civilians—who, in 1943, required almost 258 billion to sooth their jaded nerves. The other 75 billion cigarettes are supplied tax-free to servicemen on overseas duty, and the government does not reveal how many of each brand.

The following table of competitive

standings by brands, compiled by Dr. Charles W. Williams of the University of Louisville from brokers' and wholesalers' statistics and from sales of cigarette tax stamps for individual federal internal revenue districts, includes only production of tax-paid cigarettes; consequently the estimates cannot be taken as wholly reliable indexes of consumer demand. The soldier vote is missing.

	Output in Billions 1st 8 mo., 1944	Percent of Output 1st 8 mo., 1944	Full Year 1943
Lucky Strike (American Tobacco).....	46.0	28.6	26.6
Chesterfield (Liggett & Myers).....	31.0	19.2	17.4
Camel (R. J. Reynolds).....	27.0	16.7	22.7
Philip Morris (Philip Morris).....	18.0	11.2	10.5
Old Gold (P. Lorillard).....	9.8	6.1	5.4
Raleigh (Brown & Williamson).....	7.2	4.5	5.2
Pall Mall (American Cigarette & Cigar)....	4.5	2.8	2.5
Kool (Brown & Williamson).....	4.0	2.5	2.2
Herbert Tareyton (American Tobacco).....	2.9	1.8	1.4
Marvel (Stephano Bros.).....	2.1	1.3	1.4
Wings (Brown & Williamson).....	1.5	0.9	1.2
Avalon (Brown & Williamson).....	0.9	0.6	1.0
Miscellaneous	6.2	3.8	2.5
Totals (tax-paid)	161.1	100.0	100.0

some 300,000,000 lb. more than last year's.

Ordinarily, however, tobacco is aged two to three years, so that a bumper crop has only a long-range interest for the processor. To get immediate relief, some manufacturers are represented as planning to slash the aging process to one year.

• **Revenue Prospects**—Despite the size of the crop, it is expected to bring close to last year's high price levels. Georgia's crop season, just concluded, produced an average price of 36¢ a lb., about 2¢ less than last year's high average.

In Kentucky, abundant August rains have improved condition of the burley crop (increasingly important to the cigarette manufacturer), and have added an estimated 25,000,000 lb., so that total burley probably will run 310,000,000 lb. for the state. Tennessee will add something like 100,000,000 lb. of burley to the total.

• **Labor Is Scarce**—Harvesting the crop is the most acute problem confronting Kentucky tobacco growers, who are short of labor. Close to 2,000 German prisoners of war are at work in the fields. Many schools postponed openings for a week or two to allow students to help, and one county judge dismissed the September court term to free jurors and attendants for the tobacco harvest.

Tax Illegal Sales

Mississippi's new law, aimed at bootlegging, levies 10% on gross proceeds from unlawful sale of any commodity.

Realism in state legislation was carried to the nth degree in Mississippi's "black market" tax law, which since Apr. 1 has yielded more than \$100,000 in levies on liquor sales although the state is legally "dry."

• **Aimed at Bootleggers**—The act was aimed particularly at illegal traffic in liquor but covers all retail or wholesale sales of any tangible property, articles, or commodities banned by state or federal law.

A 10% tax is levied on the gross proceeds from illegal sales, and the seller becomes liable also for the 2% state sales tax on lawfully sold commodities.

• **Licensed by U. S.**—Paradoxically, most of the liquor dealers who pay taxes on their illegal sales obtain their liquor lawfully under licenses issued by the federal government.

The federal government has no interest in what a licensee does with his liquor after he pays the U. S. excise tax

on it. The official attitude is that if a licensee violates state prohibition laws that's a problem for the "dry" states—Mississippi, Kansas, and Oklahoma.

• **State Gets Report**—Collection of the state tax is relatively easy because all states receive notice from the U. S. Collector of Internal Revenue of licenses issued.

In Mississippi, all the state collector has to do is to notify the licensees that they must file state tax returns, which are easily checked against records of jobbers and distillers.

Legality of the tax was upheld on Sept. 26 by a Mississippi chancery court.

• **Realistic Approach**—The unique legislation was passed last March by a legislature which took the position that illegal sale of liquor was widespread in Mississippi despite strict state prohibition laws, and that "law-abiding" citizens, in addition to paying exorbitant prices for liquor, were paying the expenses of the state government while bootleggers paid little or no taxes.

Defenders of the act say the measure is a realistic approach to the problem of discouraging bootlegging. If the state prohibition laws were not to be enforced, and if public opinion would not support passage of a law to legalize liquor sales, sponsors of the bill insisted, a method should be found, in fairness to law-abiding, taxpaying citizens, to make the law violator pay his share of the cost of government.

• **Fewer Dealers**—State records show that at the end of September there were around 40% fewer liquor dealers in Mississippi taking out federal licenses than a year ago. Officials attributed this falling off in part to court actions begun by OPA to compel liquor dealers to keep prices on their illegal sales within OPA ceilings.

Action for \$2,000,000 damages has been filed by OPA against one Mississippi liquor wholesaler alone on charges that he cleaned up \$594,367.50 in overcharges on 20,858 cases of liquor.

State Tax Collector Carl N. Craig, however, is sure that a good part of the decrease in federally licensed liquor dealers in Mississippi must be credited to the state "black market" tax law.

• **No Immunity**—The enthusiasm of the state tax collector toward enforcement of the tax law was insured in the law by providing that he could retain 10% of the take. The fee is to be used for the employment of deputies and payment of any necessary legal charges.

Tax payment by dealers and known bootleggers doesn't mean that they will not be molested by state law enforcement officers, but the very nature of the tax suggests to the illegal operator that the enforcement officer will not kill the goose that is laying the golden tax.

Rails Fight Back

Carriers demand a boost in freight rates as ICC plans hearings on states' petition to cancel emergency increase.

Railroad executives, after some hesitation, have decided to tackle the question of rate increases head on. The roads have just petitioned the Interstate Commerce Commission to restore Jan. 1 the emergency freight rate boost granted in 1942 and withdrawn by a series of suspensions since May, 1943.

● **To Hear Arguments**—The roads' move represents their counter to the joint pe-

tition filed by the national and the southeastern associations of railroad and utility commissioners, 16 state commissions, and the states of North Dakota and Iowa, requesting the ICC to cancel the emergency increase entirely (BW—Oct. 7'44, p68). Formal arguments on both petitions will start Oct. 23.

Railroad strategists are not particularly happy about having the rate issue pop up at this time. Under the commission's last ruling, the increase will be suspended until Jan. 1. With the bill abolishing land grant rates still pending in Congress (BW—Mar. 25'44, p19) and with the general outlook uncertain, the roads had hoped to let the sleeping dog lie until later in the year.

● **Opinion Was Divided**—The petition for cancellation forced them to take a

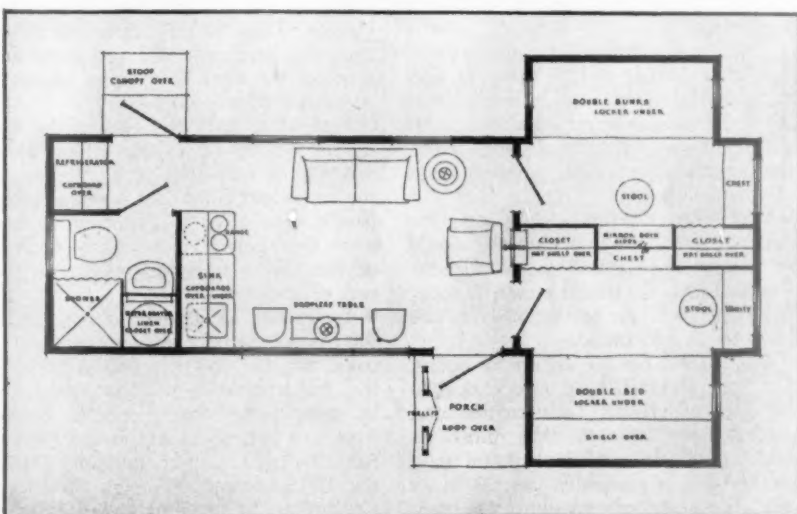
stand. While one powerful group of roads wanted to sit tight and see what developed in the hearings, another wanted to counterattack by asking the ICC to make the increase a permanent part of the rate structure. (Besides being suspended, the increase now has the additional drawback of being an emergency measure scheduled to expire six months after the end of the war.)

The final decision was to ask the ICC to revoke the suspension, but to say nothing about changing the permanent rate structure. If things work out as the roads hope, this will leave the way clear for later action on permanent rates.

● **Net Is Declining**—In petitioning the ICC to make the higher rates effective, the roads have an eye on their income

THEY SPREAD THEIR WINGS

Complete with furniture, bath, and kitchen facilities, a portable house with telescoping bedrooms (below) may be one of Goodyear Tire & Rubber Co.'s important entries in the European marketing race. Pronounced practical after wartime housing tests, the dwellings are slated for immediate production in a pilot plant at Litchfield Park (Phoenix, Ariz.) under supervision of Goodyear's new subsidiary—Wingfoot Homes, Inc. Designed for four persons, the units have a combination living-dining room, kitchen, and two bedrooms—one with a bunk, the other with a full-sized bed, and both with built-in chests and lockers (above). Plans for materials include plywood, or plasticized composition, and a "featherweight"



insulation developed for aircraft. As first assembled, the Wingfoot home is 8 ft. wide, 26 ft. long, but after the wings are pulled out the interior ex-

pands to 15x26 ft. They are pushed in again when the unit is trucked to a new site. Estimating that housing for 1,300 persons can be shipped knocked-down in a single Liberty ship, Wingfoot may offer its homes as temporary quarters for workers engaged in rehabilitation construction. And although military barracks are now being used as emergency shelters for workers and bombed-out residents of France and England, the company asserts that its portable villages can be transported more easily than barracks can be dismantled and erected again at job sites. For domestic use, northern models will feature demountable porches, southern ones front and back awnings. The price will fall between \$1,800 and \$2,000, and financing on a chattel basis with instalment payments is being planned.



forecasts for the coming year. Railway net income for 1944 is expected to run about \$650,000,000, a comfortable figure but well below the record \$902,000,000 of 1942. Operating costs have been climbing steadily, and since early 1943, the rate of increase in gross operating revenues has been declining.

What worries the roads is the prospect of a sharp traffic cut after Germany's collapse.

• **Traffic Worries**—The 40% cutback in military orders, now the official basis for V-E Day plans, would be offset in part by more civilian traffic and by the longer hauls involved in shipping from Pacific ports. Even so, statisticians figure that there probably will be a drop of 20% to 30% in rail movements after V-E Day. This will hit income hard because much of the drop will come in manufactured goods which move on high rates.

The roads estimate in their petition to the ICC that a 20% drop in traffic, assuming no change in unit operating costs, would cut net income to about \$350,000,000 a year; that 30% reduction would bring income down to about \$100,000,000.

• **Welcome Cushion**—Restoring the emergency freight rate increase would go a long way toward cushioning the slump. The boost would be worth about \$325,000,000 a year to the roads on the basis of present traffic.

When the formal argument opens, the roads also will have a good deal to say about deferred maintenance and capital improvements that must be made up as soon as equipment and manpower become available. On the other side, the state commissions will contend that the roads have been able to plow back about \$2,000,000,000 of their wartime earnings and that as long as the war lasts traffic will be high enough to keep the carriers in the black.

Oil Truce Ends

Interstate compact group
rips proposed Anglo-American
petroleum pact as an invasion
of states' rights.

There are few more ardent defenders of states' rights than the representatives of 13 oil producing states who make up the semiofficial Interstate Oil Compact Commission.

• **Battle Renewed**—Founded in 1935 to combat waste of oil and gas and to check the depression of oil prices due to uncontrolled flush production, the commission waged unrelenting war against every extension of federal control over the oil industry, until Pearl Harbor. Then the oil men bowed to the inevitable and conceded to federal war agencies the right to exercise whatever controls might speed victory.

Last week, with the end of the war in Europe in sight, the commission, meeting in Oklahoma City, threw off the wraps and lashed out with speeches, floor discussions, and resolutions against what they believe is a serious renewal of the threat to states' rights at the end of the war.

• **Agreement Denounced**—Even before the commission's resolutions committee could act, oil and gas producers took the initiative at a noonday luncheon by denouncing the proposed Anglo-American Petroleum Agreement (BW—Aug. 19'44, p112), now pending before the U. S. Senate's Foreign Relations Committee, as an effort to legalize cartels and a brazen attempt to give Congress, the U. S. executive department, or an international oil commission unconstitutional peacetime powers.

The Petroleum Administration for

War, it was conceded by the compacters, would give up its control at the end of the war, but some speakers sounded dire warnings that other agencies will be created to take over if any of the states leave open doors in their laws or regulations through which federal oil regulators can jump.

• **Six Objections**—The meeting went right down the line in its assault on the proposed Anglo-American agreement. It was denounced as an attempt to:

(1) Fix oil production quotas for the U. S. and other petroleum-producing nations.

(2) Make market allocations throughout the world.

(3) Fix the prices of oil and its by-products.

(4) Take jurisdiction over oil conservation measures.

(5) Regulate the oil business in the U. S. in relation to the economic advancement of foreign oil-consuming and producing countries.

(6) Surrender control of important regulation and tariff duties on importation of foreign oil "while the United Kingdom preserves imperial preferences."

• **Semiofficial Group**—Representatives on the commission are designated by the governors of the participating states (Arkansas, Colorado, Illinois, Kansas, Kentucky, Louisiana, Michigan, New Mexico, New York, Ohio, Oklahoma, Pennsylvania, and Texas—California and Florida sent unofficial observers). Most of the representatives possess either executive or regulatory authority in their own states.

Each state becomes a member of the commission only through ratification of the compact by its legislature, and the whole commission owes its existence to an act of Congress which is renewed at certain intervals.



Set up to control oil production before the federal government took a step in the same direction, the Interstate Oil Compact Commission represented six states nine years ago. Last

week in Oklahoma City, commissioners from 13 states, with representatives from two others—California and Florida—sitting on the unofficial sidelines, sounded the loudest warning

thus far against threat of postwar federal control of the oil industry; protested the proposed Anglo-American Petroleum Agreement as an attempt to legalize cartels.

"Unforeseen events . . . need not change and shape the course of man's affairs"



御入來を歓迎

TRANSLATED, it means "Welcome on your visit." Day after day we're accepting his "welcome" and wiping that sly, toothy smile off his face. With guns . . . with riveting machines . . . with blood banks and war bonds . . . with everything that will avenge his treachery.

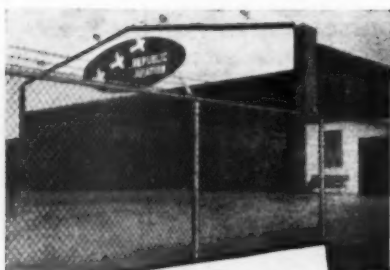
He's a tough customer. But Americans can handle tough customers—in business or in war. Talk won't batter down his resistance. But bombs and bullets will. That's the only language he understands.

There are a lot of insurance men helping in the job. Thousands are in the Armed Forces. Thousands more, ineligible for military service, are doing all they can on the home front. Serving in the State Guard. Selling War Bonds—buying them. Cooperating in wartime restrictions.

And whether abroad or at home, all of them—agents, brokers, and employees—are fighting and working in defense of America . . . insuring its freedom and its liberty. Maryland Casualty Company, Baltimore.

THE MARYLAND

Practically every form of Casualty Insurance and Surety Bond, for business, industry and the home, through 10,000 agents and brokers.



Call **ANCHOR** when
you want a **FENCE**
Erected, Moved, Repaired

No matter what your fencing problem—it pays to get the benefit of Anchor's 52 years' experience on every type of industrial fence, barrier, and enclosure: chain link, barbed wire, woven wood, board, other special constructions. Anchor's 16 branch offices provide speedy nation-wide service. Write for Free Industrial Fence Catalog and name of nearest Anchor Fence Engineer. You may be surprised to learn how Anchor's experience can save you headaches, time, money!

Anchor Post Fence Co.

6670 Eastern Avenue
BALTIMORE-24, MARYLAND



**MANUFACTURING
EXECUTIVES**
--please note



HEIN-WERNER HYDRAULIC JACKS

of 3 to 50 tons capacity
make it easier for men to

- Lift Heavy Loads
- Move Machines
- Press Bushings,
Gears, Pinions, etc.

Chances are a lot of jobs can be done quicker and easier by using H-W Hydraulic Jacks... Made in models of 3, 5, 8, 12, 20, 30 and 50 tons capacity... For details, consult nearest industrial supply distributor, or write us.

HEIN-WERNER MOTOR PARTS CORP.
Waukesha, Wisconsin

More Heavy Tires

Production gains 24% as campaign to recruit manpower proves successful. Improved techniques speed output.

Successful drives to recruit manpower and close production leaks have achieved a 24% increase in the output of heavy-duty tires, topping the 15% hopefully forecast by builders.

• **Workers Recruited**—The War Manpower Commission revealed last week that it had recruited more than two-thirds of the 11,500 additional workers which it had sought to add in September to the 70,000 employed in the industry on tires and tubes. Another 4,500 workers are scheduled to be added

by February, 1945, some of them to be among the 65,000 in the industry employed on other rubber products, life rafts, fuel tanks, etc.

Improvements in the other problems faced when military tires were classified as a No. 1 bottleneck—absenteeism, per-man productivity, quality control—boosted total production in Akron to more than 36,000 for the week ended Sept. 16, up 15% over August. Despite this improvement it's not likely that WPB's over-all goal of 18,000,000 tires for 1944 will be met.

• **Other Areas Helped**—Manpower needs in the Los Angeles area, where recruiting was promoted with a movie actress' kiss for job applicants, were "comfortably met." Other centers of tire production—Detroit, Jackson, Mich., Springfield, Mass.—also reported substantial gains.

There has been no letup in the de-

Postwar Commitments

Industry plans for peacetime expansion are beginning to take definite shape. Here are typical latest postwar commitments to add equipment, build plant, enter new territory, take on new lines, and acquire other companies:

Chattanooga, Tenn.—Florence Stove Co. has acquired the electric and gas range business of the Cavalier Corp. as part of a program of postwar expansion in the cooking and heating fields. Cavalier will devote its attention to its furniture lines and metalworking business.

Denver, Colo.—Gates Rubber Co. is spending \$441,000 for new machinery to process raw buna rubber for the manufacture of truck tires, which it expects to continue producing in the postwar period.

Detroit, Mich.—Michigan Bell Telephone announces it will spend \$120,000,000 over a period of five years to augment service in the Detroit area. For purposes of comparison, the 66-year-old company now has a total plant investment only twice as large as this expansion fund.

Jackson, Miss.—Armstrong Cork Co. has acquired a 20-acre tract as a site for a new southern plant for manufacture of the company's products.

Oakland, Calif.—Pepsi-Cola Co. has purchased a 34-acre site for the erection of a sirup manufacturing plant, to cost between \$400,000 and \$500,000 and to serve bottling plants in the eleven western states.

Pittsburgh, Pa.—Borden Co. operations have been expanded by the

acquisition of Tech Food Products Co., which does a milk and ice cream business in Pennsylvania, Ohio, and West Virginia.

Portland, Ore.—Canada Dry Ginger Ale Co. is negotiating for land for the erection of a \$250,000 building as soon as equipment and supplies are available. This is one of ten new plants on the company's postwar program, the others being set for Washington, D. C., Philadelphia, Detroit, Minneapolis, Seattle, San Diego, Memphis, Newark, N. J., and Denver.

Salem, Ore.—American Can Co. has purchased 28 acres of land and has plans for the postwar erection of a building either for additional container manufacture or for warehousing the products of its Portland plant in the Willamette Valley canning area.

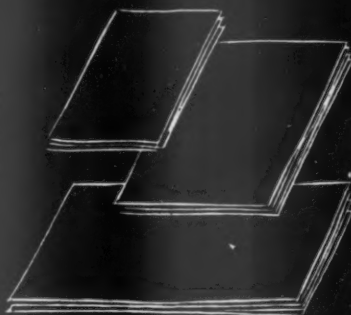
South Manchester, Conn.—Cheney Bros., silk manufacturers, will construct a plant designed to centralize its printing, dyeing, and finishing departments, and is planning the installation of automatic looms for weaving.

Warren, Ohio—Packard Electric Division of General Motors Corp. announces that it will spend \$1,500,000 for facilities and new equipment, and \$1,000,000 for new buildings. Capacity of wire and bulk cable manufacturing will be enlarged 43%, assembly 45%, and motor manufacturing 50%, and employment requirements will go up to 5,200, from today's 4,000 and prewar's 2,700.

Here's help for you on Contract Terminations



How to plan your internal contract termination organization



What paper work is needed



How to produce this paper work quickly, completely, in keeping with government requirements

Simple facts about the mechanics of contract windups explained clearly in one booklet, "The A B C of Contract Termination"

Even the apparently complicated, time-taking procedures involved in contract terminations can be reduced to relatively simple terms. You'll find an easy-to-read outline of paper work requirements and a sound method for meeting them in our new booklet offered here.

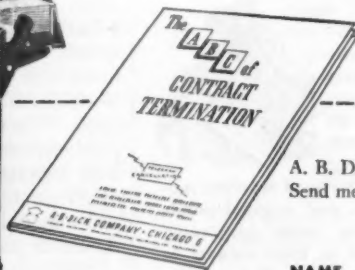
The basis of this method is the use of the Mimeograph* duplicator. In addition to its other advantages in this application, and they are considerable, it has a unique answer to a

paramount requirement:

that copies of all paper work be clearly legible for a period of years.

The crisp, black-on-white copy produced on the Mimeograph duplicator with Mimeograph brand supplies is *permanently legible*. It will not smudge or fade in spite of constant handling, weather, exposure, oils, and other chemicals common to industrial plants.

A. B. DICK COMPANY, Chicago.



← SEND FOR YOUR FREE COPY TODAY

A. B. Dick Company, Dept. R-1044, 720 W. Jackson Blvd., Chicago 6
Send me a free copy of your booklet, "The A B C of Contract Termination."

NAME.....

COMPANY.....

ADDRESS.....

CITY.....STATE.....

COPYRIGHT 1944, A. B. DICK COMPANY

Mimeograph duplicator

*MIMEOGRAPH is the trade-mark of A. B. Dick Company, Chicago, registered in the U. S. Patent Office.

What's the difference between 448,180 and 297,840 people?

*That's what Portland retailers wanted to know
so they sought the aid of The Journal
...and got 125 pages of facts about their customers
—facts also of interest to you!*

WHEN war activity jumps a city's population 30%... increases monthly industrial payrolls from \$5,175,999 to \$34,247,504... it is imperative that its business people look ahead and plan for the future of such a market.

Early this year Portland retailers realized that they must have current up-to-the-minute information about such things as... What are the most popular price points? How many families need household appliances and what kind? What are Portland families planning to buy after the war?

The latest available data of this nature were in the 1941 consumer study of Portland made for The Journal by R. L. Polk & Co. This was the third such study sponsored by The Journal. The first in 1932 and the second in 1934.

So valuable had these studies proved to Portland business that early this year the Retail Trade Bureau came to The Journal with an urgent request! Would The Journal make a fourth consumer study of Portland, and do it in 1944? Would The Journal find out what Portland consumers are currently thinking... get a preview of their planning for the future?



The Journal would and did! It immediately authorized the research department of R. L. Polk & Co. to undertake its fourth study of the Portland Consumer Market. October, 1944 saw the completion of this comprehensive census of consumers... 125 pages containing hundreds of thousands of pertinent, timely facts about Portland families.

This material includes vital statistics of families, current home data and plans for future improvements, information about household appliances owned and wanted, data on automobiles, clothing, food brands and buying habits, hobbies, etc. Currently it is being released in a series of special presentations to Portland retailers.



If you are selling in the Portland market or are interested in selling here, whether it be cosmetics or furnaces, you will find much of interest and value in this study. It contains facts—not opinions—material available nowhere else. A note to the advertising director of The Journal, or Reynolds-Fitzgerald, Inc., its national representatives, will bring you the information you desire about the Portland, Oregon market, as revealed in this census of consumers.

In sponsoring four consumer studies during the past 12 years, The Journal has given to Portland businessmen an opportunity to compare facts about their customers... has given them an insight on the growth and development of their market. That Portland retailers recognize the valuable and unusual public service rendered by these continuing studies is evidenced in their request to The Journal for this fourth study at this critical time! Little wonder that The Journal is Portland's favorite newspaper among retail advertisers and readers alike!



...If you lived in Portland you'd read

THE JOURNAL
PORTLAND, OREGON
Afternoon and Sunday

Represented Nationally by REYNOLDS-FITZGERALD
Member: Metropolitan and Pacific Parade Groups

TELLTALE TAPE

If sportsmen in Colorado exaggerate the size of their kill or catch (at least of mule deer and trout), from now on, it can't be blamed on bad guessing.

With every big game license this year a tough-paper tape measure is being given out. Sliding the tape around a mule deer carcass just behind the forelegs, the reading of the girth gives the approximate weight and age. Thus a mule deer 46 in. in girth weighs 238 lb. "hog-dressed" and was nine and a half years old or older. Live weights are 25% more.

Opposite side of the tape is for trout, the weight being given from a combination of length and girth according to a formula devised by the inventors, Cleland N. Feast, director of the Colorado Game & Fish Commission, and Gilbert Hunter, a commission employee. They say between 2,000 and 3,000 measurements were made of both deer and fish to reach the formula, and they're working on other big game. Outside of Colorado their interest is commercial (they have applied for a patent).

mands which prompted Washington to call in August for a 30% increase in output. It was an exasperating bottleneck, for the 30 major synthetic rubber plants are turning out ample supplies.

One factor which has eased the situation is the present relative infrequency of changes in the demands of the armed forces. Production schedules are on a quarterly basis, and previously efficient operation was impeded by the hundreds of changes in requirements.

• **Better Quality** — Improvements in quality control have reduced the man-hours lost by failure of the quality of stock in various stages of tire production. When the techniques of using synthetic rubber in heavy-duty tires were lagging too far behind the strides in its production, changes in methods and materials threw jobs off established standards and reduced output.

Indicative of technical progress was the announcement that Goodyear Tire & Rubber Co. is now producing tires for earth-moving and logging equipment, with synthetic rubber and rayon, tires of this type being the last to go synthetic. This construction, designated S-7, uses approximately 35% synthetic, 65% natural crude. Satisfactory field tests have supplemented the pri-

mary reason—diminishing stockpiles of crude.

● **Production Rate Gains**—Exhorted by Leland S. Buckmaster, vice-president of the United Rubber Workers, labor has helped to raise the limits of individual production. Management agreed to recognize the boosting of per-man goals as "abnormal effort" volunteered to meet an emergency.

Some friction has resulted, as when some 5,000 Goodyear millroom employees lost a day's production because two weighers quit in protest over doubling of the number of machines they were tending. Such incidents are occurring despite the effort to reach an understanding that production records made during the emergency would not be used as a basis for restudying jobs, cutting rates, and enforcing future speed-ups.

● **System Is Criticized**—An attack also has been made on the "past average" system of wages for workers shifted to new jobs on which no incentive pay has been set. Both management and labor say they dislike this system, which has been found to decrease worker productivity from 30% to 60%.

Absenteeism and turnover remain serious problems, despite morale-building campaigns, pep talks from veterans. ● **Problems Differ**—Few of these production problems are alike in different plants, even to manpower needs. Firestone and Seiberling have filled their orders and closed their recruitment itineraries. (WMC has been seeking workers throughout 14 states.) About half the plants have indicated that they would ask higher employment ceilings.

WPB has not indicated how much its 1944 goal of 18,000,000 tires was tailored to possibilities rather than to actual requirements. In either case it is unlikely to be met.

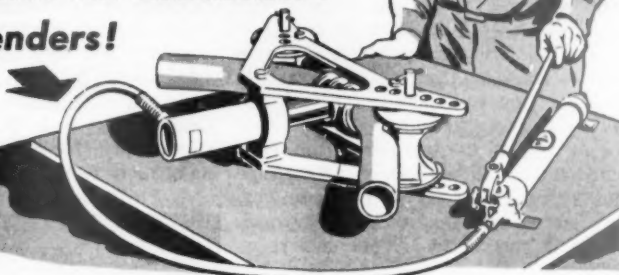
OPA ORDER PROTESTED

A recent statement that OPA's jurisdiction over rates charged by submetering companies was established when Meter Management, Inc., of New York City failed to protest its order against passing on utility rate increases (BW—Jul. 29 '44, p. 56) should have read to the effect that jurisdiction was considered to have been established when Meter Management, Inc., failed to ask that the case be reopened or to submit an appeal to the Emergency Court of Appeals within the periods allowed. Meter Management did, in fact, formally protest the order and the protest was denied by Price Administrator Chester Bowles on April 11. The company now states that it intends to seek an amendment of the ruling giving OPA jurisdiction over submetering interests.

WE PRACTICE WHAT WE PREACH!



A REMOTELY-CONTROLLED Hydraulic Unit Earns Buyers' Preference for Blackhawk Pipe Benders!



PPIPE benders generally had depended on single-purpose hydraulic devices which contained both the pump and ram in one unit. Blackhawk won instant preference in this competitive market by creating a pipe bender incorporating a Blackhawk remotely-controlled power unit!

The operator stands safely at a distance to sight the job efficiently. The hydraulic device, called "Porto-Power", works in *all directions* and creates portability. It can be detached for use as a powerful jack, or for service with attachments to pull motor pulleys, lift machines, straighten shafts and do many other push, pull, clamp, spread, press and lift operations allied to pipe bending. Thus Blackhawk, through its distributors, has successfully marketed what has proved to be a tremendously popular tool.

Your Product May Also Need a Blackhawk Remotely-Controlled Hydraulic Unit!

The wide range of standard Blackhawk hydraulic pumps, rams and valves (hand-operated or power driven) may contain the answer for your postwar product. If your present or

future product requires the application of hydraulic force to operating parts, write Blackhawk Mfg. Co., 5300 W. Rogers Street, Milwaukee 1, Wis. We will counsel in confidence.

BLACKHAWK

High-Pressure Hydraulics

Business Machines Coming Back

Excellent market for office equipment is foreseen as manufacturers get set for all-out civilian production. Companies are recruiting hard-hitting sales organizations.

Builders of business machines figure that if conditions after the war allow full employment, every business institution will be a sure-fire prospect for the alert salesman of office mechanization.

• **Good Market Seen**—Even if conditions turn out to be pretty bad, the most pessimistic builders say, the backed-up replacement market ought to be pretty good for a year or so, unless dumping of Army and Navy surplus machines should demoralize sales. The most optimistic builders visualize capacity production for periods of five to ten years after the war, notwithstanding any possible government dumping.

The items that businessmen want the most of, and are getting the least of, in proportion to demand, are typewriters and cash registers.

• **Few Registers**—Typewriters are currently easier, although local WPB clearance remains necessary for purchase, but the cash register situation will get worse before it gets better. None has been made since August, 1942.

National Cash Register is reported to have accepted a recent Navy order for 3,000, however, and some men in touch with the industry guess that civilian production may be resumed, at least on a limited scale, early next year.

• **Potential Is Estimated**—Including machines produced for rental, WPB estimates that office equipment production amounted to \$350,000,000 in 1941. Committee for Economic Development estimates placed 1941 production at \$250,000,000, and production in a postwar year, hypothetically 1947, at \$275,000,000.

Nobody knows how much war production has been added to business machine factories, but WPB officials estimate that the industry now is producing its regular lines at an over-all rate of 50%, plus war goods in dollar volume exceeding the present office equipment rate. For example, National Cash Register had annual prewar sales of some \$35,000,000. Its last statement showed twelve months' sales exceeding \$100,000,000.

• **Net About the Same**—Addressograph-Multigraph, perhaps typical of a group of companies having big war contracts

while retaining substantial production of regular lines, had 1939 volume of \$12,000,000 and net exceeding \$1,000,000. Although volume had expanded to \$28,500,000 in 1943, net remained almost static, at \$1,128,000.

Postwar profits, counted on the basis of \$20,000,000 to \$24,000,000 of expected sales a year, may follow more nearly the prewar ratio, because postwar sales should be confined to regular products, requiring neither overtime rates of pay nor double-up supervisory help.

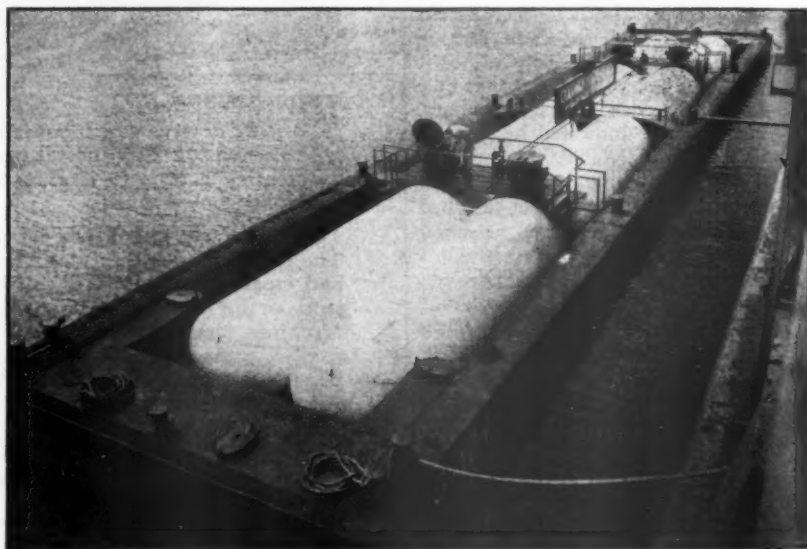
Diebold, Inc., is one example of a tapering-off war producer with acute reconversion problems. This 85-year-old company got into office equipment in 1935, since then has branched out by buying Visible Record Equipment Co. (rotary files) and Pratt & Gray Co. (microfilm). Its peak wartime employment and volume on military orders

exclusively were about ten times prewar levels. But from 1942 gross of approximately \$40,000,000, its manufacturing pace has slowed down to about \$1,000,000 a month because of insufficient manpower and materials for quick reconversion. It predicts postwar volume won't be much below current production, or about three times that of its prewar peak of \$3,500,000 a year.

• **Typewriters in Lead**—About 86% of business machine dollar volume comes from the group including typewriters, cash registers, and adding, calculating, bookkeeping, accounting, duplicating, dictating, and punch card machines. Typewriters lead with 20% to 25% of the total; cash registers normally account for 10%.

In smaller volume are such diversified products as microfilm recording, time recording, time stamp, payroll denominating, change making, postal permit mailing, canceling, stamp affixing, shorthand, and check writing devices.

Practically all kinds of office equipment, except cash registers, have been produced during the war. Production of devices to handle checks, coins, currency, envelopes, and letters was frozen nearly two years, except on appeal, but last Feb. 26 these were put on the same basis as most other business machines; that is, production is permitted to fill orders that are approved by WPB, plus



CHLORINE BARGE

Ready for delivery by water are 308 tons of liquid chlorine which Pittsburgh Plate Glass Co. reports is the world's largest shipment of that product. Carried in four long white tanks on a 135-ft. concrete-and-steel barge,

this recent consignment from the firm's Columbia Chemical Division in West Virginia marked a new phase in chlorine transportation. Bulk shipments previously were made in 30-ton tank cars because Coast Guard safety regulations had limited that chemical to one-ton lots in river commerce.

pre-
ap-
tac-
out
out-
for
ost-
cur-
mes
000
of
ices
er,
ing,
ng,
res.
of
ac-
ied
me
mit
ort-
ip-
en
of
ur-
en
ut
ne
s;
ill
is

20% inventory based on 1941 billings.

• **Limited Production**—There are no WPB restrictions on sale of automatic registers, shorthand writing, and change making machines, but manufacturers are limited to 20% of 1941 billings. Bookkeeping and accounting machine production schedules are almost back to 1941 size; those of billing, calculating, computing, tabulating, time recording, and payroll machines are making progress in that direction. Comptometers, for example, are being made at about 65% of the 1941 rate. WPB says that no line of business machines, as yet, has come all the way back to the 1941 level. But as soon as the European war ends, it's generally expected that all restrictions on business machines production will be removed.

• **No Portables Yet**—Typewriter production the last three months of this year is scheduled to reach 25% to 30% of 1941, WPB reports, but this means only standard size machines, not portables. No portables have been produced in this country since March, 1942. In 1941, U. S. production included 729,000 standard size typewriters and 558,000 portables. In monthly figures, we're now getting 15,000 office typewriters in place of the 60,000 we got in an average month in 1941.

L. C. Smith & Corona, reported to be about 65% of the way back to full typewriter production, still has one of its factories tied up with war contracts. Royal, which normally vies with Underwood-Elliott-Fisher for the mythical title of typewriter production champion, is now said to be the smallest producer.

• **Continued Production**—Woodstock is the only company that kept right on making typewriters; its location in Woodstock, Ill., was outside the most critical labor areas, and its output of something like 1,250 machines a month used a negligible amount of critical materials.

Remington-Rand, one of the big producers, reports that it now has 80% of its "complete line of peacetime products" in production, and is gradually stepping up the rate of output for civilian use.

As for portables, the only new machines, outside dealers' and manufacturers' prefreeze stocks, have been the Hermes, a Swiss make that Macy's New York department store has been importing. Hermes imports were said to have been at the rate of about 600 a month last year.

• **Market Is Waiting**—With cash register production temporarily frozen, it's anybody's guess what the postwar competitive pattern will be. Before the war National Cash Register and Burroughs had about 90% of the business, and the only other integrated producer was

WAVES OF THE FUTURE



Like creeping doom, the lines of battle converge on the European target. The Allies are advancing in the Siegfried line sector in western Europe

despite the increased use of German armor, and Russia's Red Army is reaching out to release two more Balkan capitals—Belgrade and Budapest.

Ohmer. Several other companies are in the field, with assembly jobs.

National Cash and Burroughs started at opposite ends, one with a cash drawer, the other with an adding machine; both came out with developments of the cash register that now do substantial accounting jobs. Some of their more complicated machines carried prewar price tags up to \$3,000 or so.

But whatever the pattern, a market is waiting. In a recent survey National found that 80% of the cash registers in use were over ten years of age, and 31% had been in service over 20 years.

• **Sales Outlook**—The psychology of scarcity indicated by these figures pervades the whole office equipment industry. Discounting the possible dumping of secondhand government machines, manufacturers argue that there is a large, ready-made, and eager replacement market; that the expected early postwar boom will create a new market; that the possibility of lower profit margins and keener competition in all lines will make it imperative for businessmen to have the kind of equipment that tells an executive instantly what his business is doing; that export opportunities may

be the greatest ever known (30% of prewar sales were exports); that technical advances in office and factory methods the last three years have rendered obsolete a good deal of the equipment now in use; and that real mechanization of office routines has only begun.

This line of thinking is the driving force behind an individual campaign, by each top executive in the office equipment business, to recruit and train a hard-hitting sales organization.

• **To Stress Training**—Selling business machines will be the same high voltage game, in some respects, that it was before the war. But there will be changes. Order takers aren't needed. Emphasis is being placed on training for the new market, on development of salesmen who know, comprehensively and in detail, the management problems that business machines are designed to meet.

At the production end, competition is indicated in two well defined patterns, intensive specialization of machinery, and extensive coverage, through diversified products by the larger companies, of all or nearly all the business machine requirements of each prospective customer.

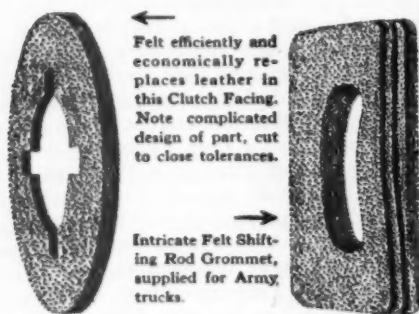
New design is hush-hush. Radically



● There is an ever widening range of applications on which Felt offers definite advantage over leather, rubber, cork and other materials previously used.

Felt is first choice for non-metallic parts where decreased weight and increased service life are important factors. This versatile material can be made waterproof, mould-proof, and flame-proof. Immune to oils, greases, solvents, cold, heat, dryness, and sunlight. Felt is the preferred material for ever increasing numbers of applications in aviation and automotive industries.

No need for costly molds! By our straight-line mass production methods, Felt is rapidly cut or fabricated into any desired shape—to close dimensional tolerances. Submit specifications for an estimate on any Felt part.



Write for chart "How Felt is Made"

American Felt Company

TRADE MARK

General Offices: GLENVILLE, CONN.

New York; Boston; Chicago; Detroit; Philadelphia; Cleveland; Los Angeles; San Francisco; Dallas; St. Louis; Seattle

PRODUCERS OF FINEST QUALITY FELT PARTS FOR OIL RETAINERS, WICKS, GREASE RETAINERS, DUST EXCLUDERS, GASKETS, PACKING; VIBRATION ISOLATING FELTS AND INSULATING FELTS

new products are not expected immediately after the war, but it's taken for granted that each manufacturer is working on brand-new offerings; that new design is something that rates, along with sales organization, among the things that a company president thinks about, morning, noon, and night.

● **New Materials**—Into some of these new products will go the light metals, aluminum and magnesium, perhaps plastics, almost certainly new plastic finishes. Products that will be the subject of intense promotion in many cases will be those that were just hatching out when the war came.

In the typewriter field, the electric typewriter is a perennial problem child. Several companies have played with designs; few have got into production. International Business Machines, which brought one out in 1935, thinks its Electromatic will become an important profit producer after the war. If this thinking materializes into a market, other typewriter builders may suddenly turn up with models of their own.

● **Even Margins**—International Business Machines has another typewriter development, a "Proportional Spacing Machine," which makes both margins on a business letter come out even.

Office dictating machines (such as Dictaphone, Ediphone, Sound Scriber) may offer dramatic development, in the form of electronic models with hand or desk microphones, and speakers rather than ear phones for the transcribing stenographer. And the old cylinder of wax is being challenged by sound carrying media such as metal discs, wire, and strips of plastic film.

Perhaps because new products sound so promising, perhaps because their government offices are almost barren of modern mechanization, WPB officials in charge of office equipment say they'll be glad when their official lives are over.

● **Praises War Production**—One of these is Nathaniel G. Burleigh, director of the service equipment division, consumers goods bureau. His mannerisms suggest the old shoe rather than the stuffed shirt; he says he is "one of those professors in government you read about," because he came to WPB from chairmanship of Dartmouth's industrial management department.

Burleigh praises war production by the business machine builders. Their regular and war products are similar in that both are made of steel, he says, but there the likeness ends. Typical, rather than exceptional, examples were said to be L. C. Smith & Corona's code converter, Monroe's Odograph (BW-Sep. 30'44, p. 19), Burroughs' and Victor's work on bombsights, Underwood-El-liott-Fisher's rate-of-climb indicator, Remington-Rand's precision aircraft

parts, International Business Machine fire control instruments, National Cash Register's computing gunsights, Addressograph-Multigraph's electrical and optical equipment, A. B. Dick's work on automatic pilots, Ditto's gun mount, Felt & Tarrant's and Marchant's precision parts.

● **Techniques Improved**—War production experience has developed new techniques that may prove useful in engineering changes in regular products. The same applies to some of the equipment acquired for war production, although one typewriter company (L. C. Smith & Corona) is reported by American Machinist, a McGraw-Hill publication, to be planning to replace, for example, 120 of 128 milling machines in the interest of speeding up this phase of its work.

Recent experience also may prompt further integration (more complete manufacture of components) of individual companies. Friden Calculating Machine Co., for example, got into fractional horsepower electric motor production through its war contracts. Monroe has been making electric motors under Army Air Forces contracts; it may or may not decide to stay in that line.

● **Prices Discussed**—Several manufacturers have been talking with OPA recently about postwar pricing. How can the old prices prevail, the manufacturers ask, when labor costs are advancing? For example, some companies are tied up with war contracts to the extent that they haven't any labor for production of business machines except on overtime, at 50% above prevailing wages.

Business machine prices won't advance unless and until OPA cracks the ceilings of prices generally. Prices of nearly all office equipment remain frozen at March, 1942, levels. An escape clause, invoked for urgently needed products in exceptional cases, provides that any company is entitled to recover factory cost plus packing and shipping, and that companies operating at a loss may apply this formula plus selling and distributing costs.

Another class of exceptions is government contracts. The general policy is to allow all costs plus what is considered to be in each case a reasonable profit.

● **Exception to the Rule**—But the outstanding exception is typewriters. By an act of Congress, typewriters sold to the government are price-fixed. The practice before the war was to sell standard size typewriters to schools at a discount, although trade-in allowances sometimes amounted to cut-throat competition. The standard retail price, as ever, is \$115.50.

Electrical Weapons by the Maker of Bell Telephones

No. 2 of a series: for the Navy



One battleship needs as many telephones as a city of 10,000

When U. S. warships go into action, telephone equipment transmits orders instantly, clearly.

For the huge battleship "Wisconsin," Western Electric supplied two separate telephone systems using equipment designed by Bell Telephone Laboratories.

1. *Sound powered telephone system*—with 2200 instruments connecting all battle stations. These battle

phones operate on current generated by the speaker's voice, so damage to the ship's electrical power supply cannot interrupt communications.

2. *Battle announcing system*—with 20 transmitter stations and over 300 loudspeakers which broadcast orders in a giant voice.

All this for just one battleship! Aircraft carriers, cruisers, destroy-

ers, submarines, merchant ships too must have telephone equipment.

Today Western Electric—peacetime maker of telephones, switchboards and cable for the Bell System—is the nation's largest producer of electronic and communications equipment to aid our armed forces at sea, on land and in the air.

To speed Victory, buy War Bonds regularly—and hold on to them!



75TH ANNIVERSARY

Western Electric

IN PEACE...SOURCE OF SUPPLY FOR THE BELL SYSTEM.
IN WAR...ARSENAL OF COMMUNICATIONS EQUIPMENT.



Aluminum's Future

Fabricators turn to one obvious answer—kitchenware—as they seek outlet for huge capacity built in wartime.

When the war started in 1939 aluminumware production in this country was moving along at a brisk pace; manufacturers' billings amounted to about \$35,000,000; and the industry was consuming about 14% of the 327,000,000 lb. then being turned out by basic aluminum producers.

• **More Than Enough**—To meet wartime needs, producers stepped up their output to around 2,000,000,000 lb. and built up stockpiles more than ample for military needs. With a capacity six times greater than that of 1939, producers and fabricators alike are busy exploring ways to use enormously expanded production. One obvious answer was kitchen utensils, for which there is a great pent-up demand. Keen postwar competition is foreseen as aircraft companies and other newcomers are eyeing this field.

After the United States entered the war manufacture of kitchenware gradu-

ally diminished, and in May, 1941, it ceased entirely as far as civilian uses were concerned. For a year afterward, a fraction of the demand was supplied from manufacturers' warehouses, but for the last two years aluminum kitchenware has been off the market.

• **Huge Backlog**—Under these conditions the backlog demand multiplied for aluminum utensils by housewives, hotels, restaurants, and other consumers. The ill-starred salvage drive early in the war further depleted the amount of aluminumware held by civilians.

The postwar market, at least for the first couple of years, will be limited virtually by the industry's capacity to produce. One industry spokesman estimates that \$50,000,000 of aluminum goods would be gobbled up in the first year after Germany's defeat, which is expected to signalize the resumption of full-scale production.

• **New Competition**—The scramble to move in on this market has already begun, and many new manufacturers are entering the field. Before the war there were about a dozen sheet aluminum companies and possibly two dozen cast aluminum firms.

• **The War Production Board** announced last week that it was authorizing seven manufacturers to produce 664,500 pieces of aluminum cooking

utensils, kitchenware, and household articles during the fourth quarter of this year and larger quantities during the first quarter of 1945 (page 84).

• **Some in Production**—Four of these manufacturers already had been making aluminumware during the third quarter. They are the Hayward Non-Ferrous Foundry, Hayward, Calif.; San Francisco Die Casting Co.; Tray Service Co., Dallas, Tex.; and the J. C. Williams Aluminum Casting Co., Dallas. Authorized to begin production were Farber & Shlevin, Brooklyn; Leyse Aluminum Co., Kewaunee, Wis.; and the West Bend Aluminum Co., West Bend, Wis.

Another firm which has been given the go-ahead by the WPB is the Kinney Aluminum Co. of Los Angeles, which expects to begin delivery of cast aluminum utensils soon, possibly the end of this month, from a plant in Santa Barbara, where manpower is available.

The Reynolds Metals Co. has set up a new division at Louisville, Ky., and is planning to produce 500,000 saucepans as a starter. Aviation Corp. also has its eye on the household appliance field (BW—Apr. 29 '44, p. 28).

• **Two Turned Down**—All this is not being overlooked by the established companies, particularly Alcoa's Aluminum Cooking Utensil Co., New Ken-



TVA POWER WALL

Impressive under powerful floodlights, the Tennessee Valley Authority's huge Fontana Dam nears com-

pletion on day-and-night construction schedules. Stretching a half-mile across the Little Tennessee River gorge in western North Carolina, the 400-ft. wall is impounding water to

start generating power this year. Fontana and the completed Kentucky Dam (page 48) will produce about 2,000,000,000 kwh. in 1945 for TVA—the nation's largest power producer.

on school
atter of
s during
(84).
of these
making
quarters
Ferrou
n. Fran
vice Co.
William
Author
rber &
minum
West
Bend

n given
Kinney
which
alumi
end of
Santi
ailable.
set up
y., and
sauc
p. also
pliance

is not
lished
Alumi
Kens



ENT APPLIED FOR
RELAXATION AND FREEDOM FROM TRAVEL FATIGUE are the gifts of new design in this magnificent coach. Reaching new standards of luxury and restfulness in low-priced accommodations, this long-distance coach of tomorrow will allow complete relaxation by day and sound sleep at night.

THE NEW *Day-Nite* COACH

CHAISE LOUNGE COMFORT ON WHEELS

Pullman-Standard's latest travel innovation

This new dimension in coach comfort is achieved by superb seating facilities designed with low-angle reclining adjustments that support the whole body while you relax at full length. For added privacy, movable curtains will screen your space from the lights and sounds of the rest of the car, while permitting you to read under a *focalized* light without disturbing your neighbor.

Individual dressing rooms—spacious, modern, and well equipped—will eliminate congestion. Unneeded baggage will be checked into a new, out-of-the-way storage compartment to relieve overcrowded baggage racks and cluttered aisles.

Care for passenger comfort has also included many unseen engineering features . . . smoother riding at high speeds, improved braking and coupling, healthful air-conditioning, cleanliness en route, and sound-deadening. They all add up to a high expression of travel pleasure in safe equipment marked with the prestige of Pullman-Standard design.

★ ★ ★

Soundly engineered and designed, plans for this and many other types of advanced postwar railroad equipment are being shown in Pullman-Standard's Engineering and Research exhibit. They demonstrate how amply we are prepared to meet transportation's requirements as soon as construction of cars is again permitted. This is one of Pullman-Standard's contributions to the problem of postwar reemployment.



The adjustable screens give you added privacy, and restful sleep is made possible because these newly-designed reclining chairs support the whole body and eliminate leg fatigue.



Illustrated above is one of the private dressing rooms; all models of scientific planning, equipped with broad mirrors, ample lights and complete comfort facilities.

Pullman-Standard
CAR MANUFACTURING COMPANY
CHICAGO, ILLINOIS



World's largest builders of modern streamlined railroad cars
Offices in seven cities . . . Manufacturing plants in six cities

© 1944, P.S.C.M.Co.

HOW WILL PLANT RECONVERSION AFFECT

your heating system?



NEW HORIZONTAL DELIVERY MODEL

- WITH
- All-Copper Condenser
 - Built-In Safety Fan Guard
 - Bonderite Rust Protection
 - Sound-Silenced Casing
 - Patented Direct-from-branch-supply-pipe Suspension
 - Patented Expansion Bend



Look in your phone book for Modine representative's name — "Where To Buy It" section.

modine

UNIT HEATERS



MODINE MANUFACTURING COMPANY, 1740 RACINE ST., RACINE, WIS.

■ When you and your competitors reach the end of your war work—your plant facilities may have to be reorganized to meet changes in your production . . . your processes . . . and your personnel.

Such changes often create new heating problems.

For example, production changes mean a shift in production lines and a shift in working areas. War work often takes up more space, because of larger equipment. Reconversion may call for smaller equipment, more compact layout, with more people working in the same area. Storage spaces may be reconverted to manufacturing spaces, or vice versa. Installation of new exhaust, process heating or drying equipment also affects heating requirements.

Plan now to systematically modernize your heating plant to meet these reconversion problems with fuel-and-maintenance-saving Modine Unit Heaters.

Replace worn out, inefficient pipe coil and cast iron radiation . . . or worn out unit heaters . . . with Modines. Get the additional Modine Unit Heaters you couldn't get before but still need for adequate plant heating.

A Modine engineer will gladly discuss your heating problems with you. In the meantime why not have us send you Bulletins 144 and 144-A?

Modine Unit Heaters are available on a priority of AA-5 or better . . . or, on a repair order such as "MRO."

ington, Pa., which before the war was producing a major portion of the kitchenware.

The WPB announcement stated that Aluminum Cooking Utensil was one of two companies whose applications had been denied on the ground that production of aluminumware in their plant would interfere with war production. The other firm was the R. A. Frederick Co., Cincinnati, Ohio.

But still pending is the Alcoa subsidiary's application for authority to use manpower when it is available in its own plant, for the manufacture of cooking utensils during the fourth quarter of 1944 and the first quarter of 1945.

• **A Selling Job**—One of the problems facing the industry is re-educating consumers who have turned to enamelware, glassware, and stainless steel. The industry feels that aluminumware has advantages that will win back these consumers and plans to spare no pains to point up these advantages.

Lakes Bear Load

Coast Guard awards its shield to carriers for safety record unmarred by sabotage while moving peak tonnages.

A rowboat full of dynamite could destroy the locks at Sault Ste. Marie through which has to pass five-sixths of all the iron ore which goes into the fighting steel supplied by the U. S. for the armed forces of the United Nations.

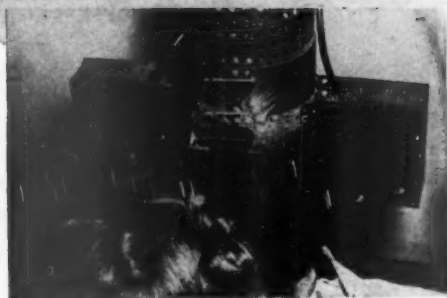
• **Carriers Are Cited**—Thanks to the security measures which have been taken on the Great Lakes, however, there has been no sabotage of ships or shipping. Because of that record, the U. S. Coast Guard shield of honor was presented this week to the Lake Carriers Assn., first such award to any fresh water carrier.

Even more gratifying to the carriers, however, were the figures just announced on the record tonnage that they have moved so far this season.

• **Well Over Peak**—As of Oct. 1, 1944, 913,517 net tons of iron ore, coal, grain, and limestone have been moved, as compared with 123,009,775 on the same date of 1942, the peak year. The goal is 192,000,000 tons, and signs are numerous that the fleet of 367 U. S. and Canadian vessels will have their heaviest wartime job substantially completed by mid-November, and be thus enabled to lay up early for the winter.

The easy scrap situation, coupled with forecasts of smaller steel requirements, has reduced the pressure for ore

lding with a paint brush



Alloy flows easily and weld is quickly completed under arc.

The Science Behind the Science of Electronics

is the focusing of all branches of science upon the development and improvement of electron vacuum tubes.

olve a difficult welding problem, Eimac laboratory technicians compounded a welding alloy that could be welded with a paint brush. The alloy flows easily under heat to complete the weld, yet subsequent heating to temperatures as high as 2900 degrees Centigrade will destroy the weld.

Such is but an example of the application of the science of metallurgy in the "science behind the science of electronics." The extent to which Eimac Engineers solve this relatively small problem reveals two important facts:—(1.) The thoroughness of Eimac Engineering, and (2.) The completeness of their engineering facilities. The leadership which Eimac tubes enjoy throughout the world in all phases of electronics is attributable to the soundness of this engineering.

Performance of any electronic equipment is a direct function of the performance of its vacuum tubes. Hence, it is advisable for users and prospective users of electronics to look first to the vacuum tube requirements. Eimac makes electron vacuum tubes exclusively for you, and its advice to you is unbiased and can be of great value. Outlining your problem will bring such assistance without cost or obligation.

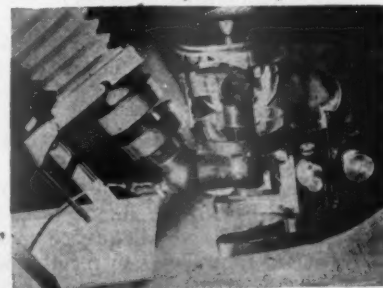
McILLOUGH, INC., 870 San Mateo Ave., San Bruno, Calif.
Incorporated at: San Bruno, California and Salt Lake City, Utah
Expert Agents: FRAZAR & HANSEN,
101 Clay St., San Francisco 11, California, U.S.A.



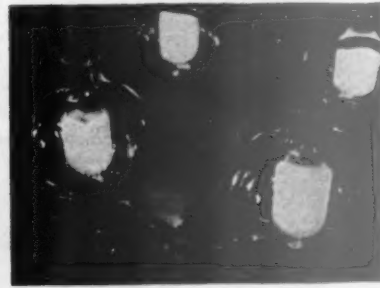
SPECTROGRAPH...Analysis determines exact characteristics of metals to be joined.



METALLURGY...Compounding special alloys of metals.



OPTICS...For studying the effects of processing.



ELECTRONICS...Welded elements in electron vacuum tubes withstand tremendous heat.

for your copy of *Electronics*—a 64 page book—fully illustrated—covering news of Electronics and its important developments. Written in lay language.



Follow the leaders to

Eimac
TUBES
REG. U.S. PAT. OFF.

EXTRA energy on Wheels!



Roll in the
mid-shift pick-
up for workers
on the New

PIX ROLLING SNACK BAR

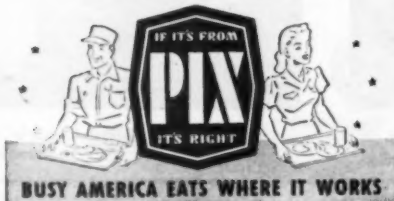
Serve in-between refreshments from PIX ROLLING SNACK BARS and you speed production right up to closing time. That's the experience of many plants which provide food and beverages at the production line during rest periods.

Serving from PIX ROLLING SNACK BARS is the quickest way to give more production punch to more workers. These SNACK BARS roll anywhere, right to the job... bring sandwiches, beverages, pastry, fruit or candy... take up no productive space, need only one attendant.

Whether your plant feeding requirements demand mobile units such as PIX ROLLING SNACK BARS, or a complete industrial feeding installation... whether your budget is large or small... let Pick Engineers help you with their planning experience.

Send for illustrated folder S.B. 6

ALBERT PICK COMPANY, INC.
2159 Pershing Road, Chicago 9



and permitted shippers to move the vast quantities of coal needed in the upper Lakes region, where water-shipped requirements are around 62,500,000 tons this year.

• **Coal Shipments Even**—Weekly movements of bituminous coal have been well balanced, escaping the dislocations enforced in 1943 by strikes which curtailed output. Several million tons were diverted to other areas, late in the navigation season of last year, because of these strike-bred difficulties.

Grain shipments in September reached 1,824,165 net tons, reversing the customary seasonal tapering-off. With elevators in the lower Lakes region filled, because of lagging exports, two boats of the Cleveland Cliffs Iron Co., the Cadillac and the Champlain, both of 12,000 tons, have been turned to grain storage at Buffalo.

• **Five Months' Tonnages**—For the Apr. 1-Sept. 1 period, the totals in net tons are: ore, 73,811,565; coal, 41,183,384; grain, 10,764,244; limestone, 13,174,314.

Bars Off Stokers

Manufacturers get permit to make 37,500 domestic units, but scarcities of materials and manpower will interfere.

After two years when manufacture of class B (domestic) stokers was not permitted, WPB last week revised its order L-75, removing this restriction.

The industry now may make 37,500 domestic units in the fourth quarter and sell them without priorities. Manufacturers hope to surmount enough of their manpower and material difficulties to turn out 15,000 class B stokers (defined as feeding less than 61 lb. of coal an hour).

• **Motors Scarce**—Fractional horsepower motors for stokers are scarce, and castings are even scarcer. Whether these can be obtained will depend upon how well the war progresses.

Accumulated demand for domestic stokers is so great that the Stoker Manufacturers Assn. has warned dealers that they will be able to fill only a small fraction of the orders that will come their way. Shipments are expected to start trickling from factories in 30 or 60 days.

WPB simultaneously relaxed restrictions on class A stokers (commercial units feeding 61 lb. to 1,200 lb. an hour). The fourth-quarter quota was raised from 2,500 to 6,500, and these can now be sold without priorities. If the manufacturers can get their production up to the new quota, it will help



BEES HELP FORD

Pouring beeswax into L-sections tubing, a worker demonstrates an insect's part in producing B-24 bomb parts at Ford Motor Co. Cooled in a trough of water, the hardened wax assists in a flattening operation on the 3-in. tubes. Sand and commercial flattening had been tried—without success—until it was found that beeswax prevented buckling under pressure.

them cut into the unwieldy backlogs of their books.

• **Strings on Quotas**—To get a quota making class B stokers now, a manufacturer must first convince WPB that he can devote to these sufficient manpower and plant facilities without hampering the war effort—not too easy a task, because most stoker factories are in critical labor areas. Production quotas will be allocated to manufacturers in proportion to their 1941 output. Quotas for newcomers to the industry are also provided.

Industry members agree pretty generally that a 25% price increase is needed to meet production cost increases since manufacture of class B stokers ended. But they have little confidence that OPA will see it that way.

• **Sales Statistics**—WPB early this year authorized users of 25 tons or more of coal a year to replace hand-fired burners with stokers (BW—Mar. 18'44, p. 51). This broadened the distribution of class B machines.

For the first eight months of 1944, factory sales of mechanical coal stokers (22,485 units) exceeded sales for the same period in 1943 (21,874 units). Class A sales rose while sales of power and industrial stokers slumped, and domestic stokers almost disappeared from the sales statistics.

Mexican Films

Started on a shoestring movie industry below the border now a \$4,000,000 business producing 80 features a year.

MEXICO, D. F.—American capital flowing to Mexico is not all going toward the industrial development of the nation to the exclusion of the cultural. One million-dollar movie enterprise, American-owned, has just acquired \$500,000 of Radio-Keith-Orpheum Corp. equipment for its studios in a suburb of the capital. United Artists' subsidiary, Artistas Asociados, S. A., founded in November, 1943, has just produced its first picture. The Office of Inter-American Affairs recently aided another producer in acquiring new equipment.

In the Black—The movie industry of Mexico, which started on a shoestring decade ago, has developed into a \$4,000,000 business employing 2,300 persons and providing attractive profits for producers. For several years all segments of the industry have been in the black after years of deficits.

Many factors have accelerated the movie boom. Chief among these is the technical improvement in Mexican productions during the past few years. Another has been lack of competition from foreign producers, including the United States. (Spanish films are arriving more regularly now, but are of poor quality; Argentina, because of raw material shortages, cannot meet demand for films.) With a growing supply of their own talkies, Mexicans are developing a positive dislike for American sound films with Spanish titles, and Hollywood has not gone far enough in providing the production of Spanish sound-track films for Latin-American consumption.

Government Has Helped—On the one hand, the Mexican government has given the industry a boost—first by granting tax exemptions, and then by compelling movie houses to show a minimum number of new Mexican-made pictures each year. An old law that movie theaters in the Federal District show one new domestic film each month may soon be extended to cover the country's 1,400 theaters.

At present there are only three modern studios in Mexico: Azteca, Clasa, and Mexican Films. These produce films and rent their sets to other producers—Films Mundiales, Producciones Grovas, and Posa Films. These six companies will have produced, at the end of this year, 80-odd pictures in-

cluding four or five documentary films. In 1943 they produced 67 pictures.

• **Pickup in 1942**—Clasa, the leading Mexican studio, was deep in the red for eight of its ten years of operation; it was bailed out at intervals by the Banco Nacional de Mexico. Since 1942, however, business has been so good that all previous debts have been paid, studios expanded, and profits divided. The studio has grown from one to ten sets.

Costs of production are much lower in Mexico than in Hollywood, although they have risen steadily during the war. The average cost of a picture has risen from around \$25,000 in 1942 to between \$50,000 and \$80,000 in 1944. A superproduction sometimes costs \$200,000.

• **Principals Share Profits**—Wages are low. Extras, once paid \$1.50 a day, now get \$3.50. Top artists get salaries of from \$6,000 to \$12,000 a year—but on a successful picture this is supplemented by a share in the profits. Best-paid actor is Mario Moreno—comedian known as Cantinflas—who is reputed to get \$20,000 a picture, although this figure may include his income as president and chief stockholder of Posa Films.

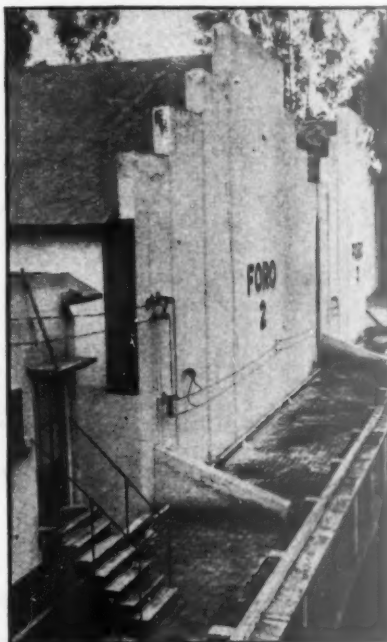
Cantinflas, after much dickering and at least one refusal, is now due in

A religious setting (below) and a Spanish sound track represent two of the strongest bids for Latin-American patronage by the Mexican film industry's latest release. Clasa's simple but permanent-type sound studios (right) indicate that Mexico is confident of its entertainment venture.

Hollywood to make pictures for Latin-American consumption. He is the biggest box-office name in Latin America.

• **Figures Held Secret**—Although profits in the movie industry are reported to be at an all-time high, no figures are made public. First-class films, costing from \$50,000 up, bring between 25% and 50% profit in the first year of showing. A top film parody, "Los Tres Mosqueteros," produced by Posa Films at a cost of \$100,000 has earned \$600,000 in 18 months and is still showing.

In spite of the considerable increase in Mexican movie production, remittances to U. S. producers have not gone down because audiences are stead-



Contact **KAYDON** of Muskegon

*For Unusually Large,
High Precision Bearings*

BALL and ROLLER BEARINGS

Standard and Special

FROM 6" INSIDE DIAMETER TO 100" OUTSIDE DIAMETER
COMMERCIAL FINISH OR ULTRA-PRECISION

Spherical Roller Bearings
Radial Ball Bearings • Thrust Ball Bearings
Radial Roller Bearings • Thrust Roller Bearings
Taper Roller Bearings

Straight or Self-aligning • Extra Heavy Duty or Special Light Type

LIGHT WEIGHT NON-METALLIC CAGES OR STANDARD BRONZE TYPE

★ *Early Delivery* ★

PRECISION MACHINE WORK OR GRINDING

to unusual accuracy in large diameters

ATMOSPHERE HARDENING • FLAME HARDENING • PRECISION HEAT TREATING
METALLURGICAL LABORATORY • MICROSCOPY AND PHYSICAL TESTING

★ ★ ★



THE KAYDON ENGINEERING CORP.

McCRACKEN STREET • MUSKEGON, MICH.

New in Name • Old in Experience

For excellence in production of extremely precise,
unusually large ball and roller bearings

ily growing. U. S. films still represent about 70% of those shown in Mexico, but the percentage has been falling in recent months. It is estimated that only 17% to 20% of Mexico's population attends movies. At the present time, about 30 theaters in the United States show Mexican films.

● **Lack Raw Film**—The greatest current problem of the Mexican motion picture industry is lack of raw film to permit continued production and increased exports. Mexico produces no film, and the U. S. allocation of 45,000,000 feet delivered in quarterly instalments this year, is going to prove seriously inadequate. By August, third-quarter allocations were exhausted, and applications for the fourth had been made.

Platte Status Quo

Special master in ten-year litigation over rights of three states and U.S. to river water suggests presuit takings as decree.

Interstate battles for water constitute a stable industry in the arid West. They run in cycles, beginning in bitter drought-year disputes, and may last for decades.

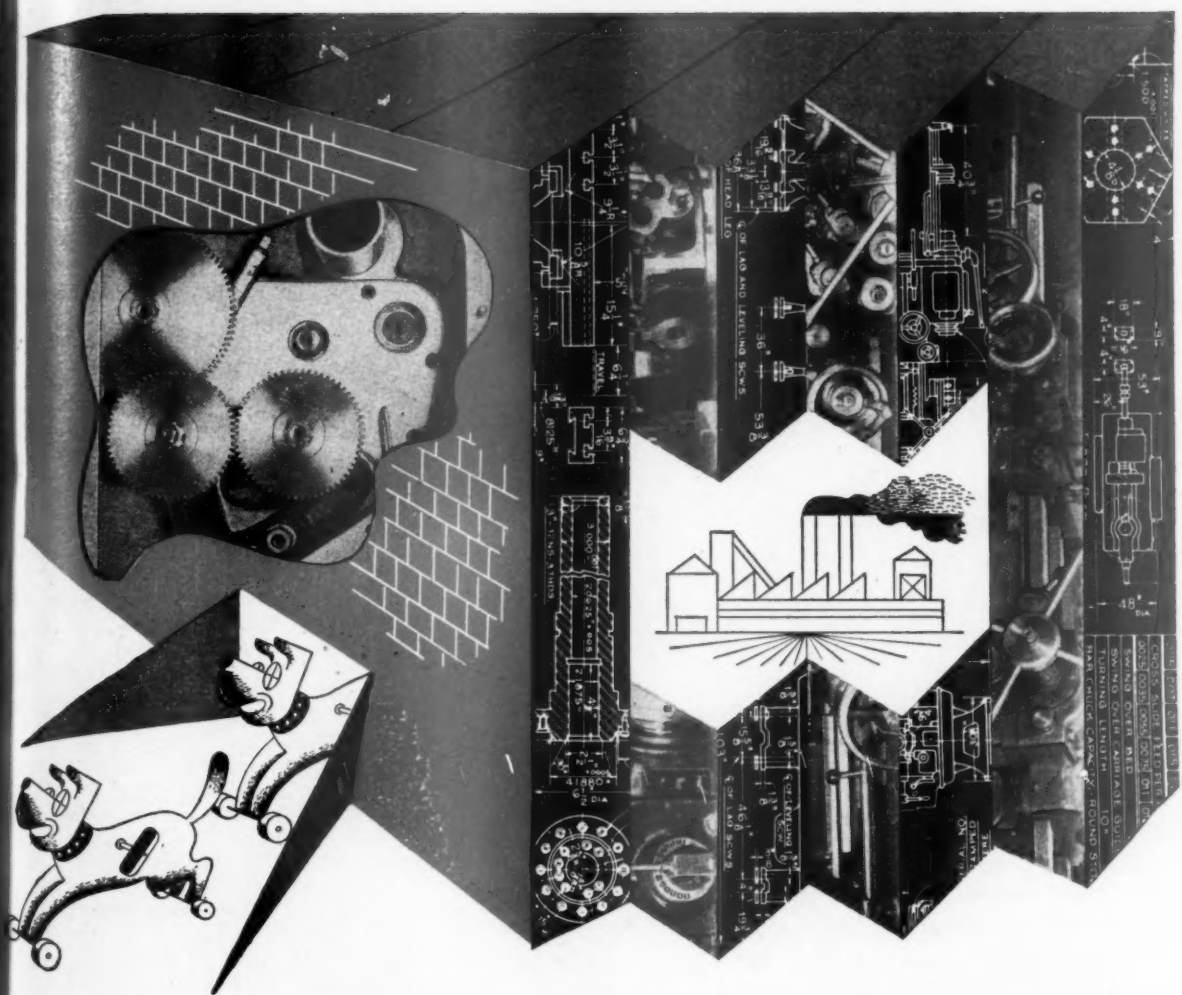
In 1934, bitterest drought year in the West's memory, Nebraska sued Wyoming, alleging that Wyoming was taking too much water from the North Platte River, the stream which, though celebrated as "two miles wide and an inch deep," normally provides about 4,600,000 acre-feet of water along its course, a rich prize in western eyes.

● **U. S. Intervenes**—The suit, being between states, was brought in the U. S. Supreme Court, which appointed Michael J. Doherty of St. Paul as special master to recommend a decree.

Wyoming dragged in Colorado, on the same charge of taking too much water. The federal government later intervened, demanding to be declared the owner of all unappropriated water, in order that it might fill its huge irrigation reservoirs along the upper river.

● **No Compromise**—After ten years, during which 29,500 typewritten pages of testimony were taken, and 1,288 exhibits filed—the whole constituting a larger library than that of the average home—scores of engineers and lawyers and hundreds of smaller fry continuously employed, and hundreds of thousands of dollars of expenses incurred, Doherty has just reported to the Supreme Court.

He recommended repeatedly during the course of the case that the parties get



You **name** it...we'll **help build** it!

From a ten-ton truck to a ten-cent toy. It makes no difference to us. If it's a sound product—and you want it—just name it. We'll help build it.

Literally from the ground up, if need be. For we'll even plan the plant and its equipment. We'll draw up complete production specifications. We'll engineer the tooling. And we'll specify or create any special machine

tools that may be needed for faster, more economical production.

You see, that sort of thing is our business.

Jones & Lamson is the oldest machine tool company in America, and there is literally no industry (and few important products) to which Jones & Lamson engineering has not contributed. So you name it... Diesel locomotive, or Dootsybooboo dog... we'll help build it!

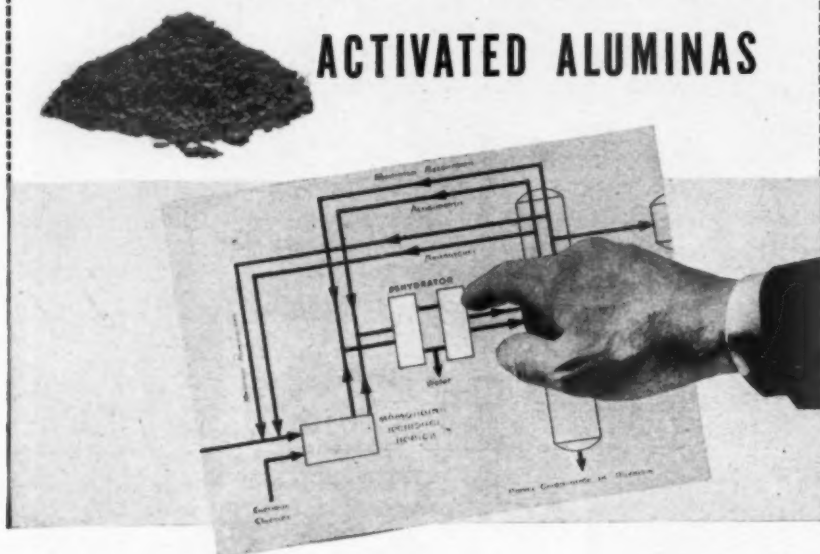
JONES & LAMSON
MACHINE COMPANY
Springfield, Vermont, U.S.A.

Manufacturers of: Universal Turret Lathes • Fay Automatic Lathes • Automatic Double-End Milling and Centering Machines • Automatic Thread Grinders • Optical Comparators • Automatic Opening Threading Dies and Chasers.



Where a process calls for DRYing...

ACTIVATED ALUMINAS



Dependable drying lets you work with known, predetermined quantities of moisture, helping to hold sensitive reactions on a straight and narrow path. Processes are often speeded up, products improved, costs reduced.

Drying machines, inserted "on stream" in a process, handle this function automatically. Charged with Alorco Activated Aluminas as their drying agents, air, gases and many organic liquids are dried DRY. Or, by working with humidity controllers, moisture is maintained at definite levels. Dewpoints below -110°F . are possible with Activated Aluminas.

In addition to moisture, towers of Activated Aluminas are employed to remove oil mist from compressed air and gases, thereby preventing contamination of materials being processed. The alumina is cleaned when necessary by flushing it with naphtha or other solvents. In some cases, Activated Aluminas are used to remove acids from lubricating and transformer oil, thereby greatly lengthening the life of bearings and transformers.

Equipment for handling these drying and purifying operations are already available. No need for your engineers to spend valuable time designing special machines. We'll gladly put you in touch with their manufacturers. Write ALUMINUM COMPANY OF AMERICA (Sales Agent for Aluminum Ore Company) 1935 Gulf Building, Pittsburgh 19, Pennsylvania.

ALUMINUM ORE COMPANY



Aluminum and Fluorine Compounds

together and settle the dispute themselves by compact, and organize a fact-finding commission in case of future dispute. But he was turned down because of the "bitterness of litigants."

• **The Decision**—As it is, Doherty decided very nearly on the status quo which would have prevailed without lawsuit. Colorado, Wyoming, and Nebraska would each, in general, be entitled to draw about as much water as they are now drawing, but very little of none for expansion. Nebraska's huge Farmers Irrigation District—the district whose water troubles really started the suit—is restrained to a use considerably less than its largest takings of past years but with a proviso that of natural-flow water coming down during the summer irrigation season, it may have 75% of Wyoming's 25%. (The district is served from the Tristate Canal lying athwart the Wyoming-Nebraska line.)

• **U. S. Biggest Loser**—Big loser—if the Supreme Court accepts the report—will be the federal government. Instead of being declared the owner, as it asked, of all unappropriated water, it would, by Doherty's suggested decree, come under Wyoming state laws, "occupying only the same position as any private appropriator of a similar water right" and as such, would be subject to the injunction limiting Wyoming's use of the water.

And its rights would be so "junior" to those of the states concerned that it might take many years to fill the multimillion-dollar U. S. reservoirs and provide water for all the new irrigation acreage planned.

Doherty's recommendations aren't final. Brief's must still be filed and oral arguments made before the Supreme Court. So a decision may possibly take another two years.

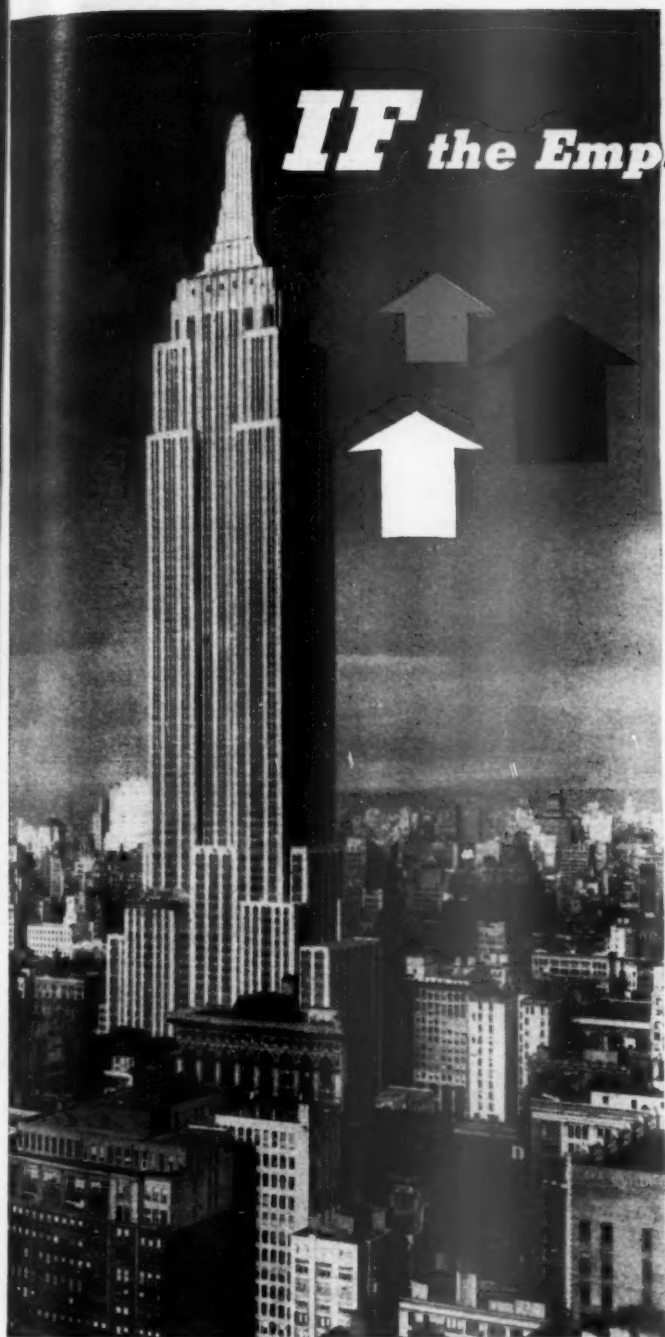
Study Rail Radio

Central engineering group is urged by FCC member for a unified survey of actual needs of U. S. carriers.

In its current consideration of the complex problem of assigning radio frequencies to a swarm of eager applicants (BW-Sep. 2'44, p17), the Federal Communications Commission is taking precautions to see that enough are left for the railroads.

• **Over-all Study Urged**—After hearing testimony by railroad representatives in support of pending applications for radio channels, Paul A. Walker, chairman of FCC's special committee, recommended a central engineering group to complete

IF the Empire State Building didn't go UP...



IF reduced to one story, the Empire State Building would cover 85 acres of land! No longer a compact unit, it would become a sprawling, inefficient structure . . . traffic would be hopelessly confused, while rent, fuel and maintenance bills would run into millions.

A ridiculous supposition? Possibly. Yet much of our present-day storage violates the simple truth brought out by this example. Materials stored in a single tier reduce production space, promote congestion and encourage higher expenses.

How easy to remedy the situation with a Barrett Portable Elevator! Then the ceiling's the limit—no waste space remains. Fast, too, for with a Barrett one man does the work of three or four.

Why not investigate the Barrett Portable Elevator? It will save not space alone, but time and money as well. Complete information is waiting for you—without cost or obligation.

BARRETT-CRAVENS COMPANY

3260 West 30th Street • Chicago 23, Illinois

Representatives in All Principal Cities

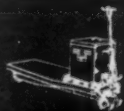
Canadian Licensee: S. A. Armstrong, Ltd. Toronto, Canada

Send a postcard for your
free copy of the Barrett
Junior Catalog.



→ BARRETT

ONE MAN DOES MORE THAN 3 OR 4 . . . WITH A BARRETT PORTABLE ELEVATOR



Barrett
Handling
Equipment

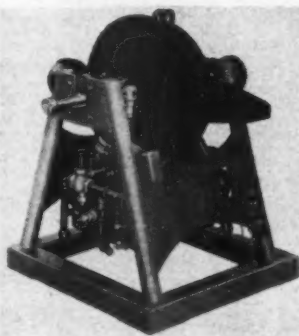




Here is a vest pocket proving ground, where you can test trucks or buses *under actual road operating conditions* right in your own shop. With fingertip controls you regulate the range of conditions and speeds identical to those at which you "drive" your equipment... to determine quickly and accurately the mechanical condition of each unit, in its relation to the complete vehicle.

With a Clayton Moto-Mirror Dynamometer, necessary adjustments are indicated before actual failures occur. Repairs are accurately checked... maintenance time and materials are saved... performance is improved... the life of equipment is extended. Some operators report fuel economies up to one-half mile per gallon on their entire fleet, as well as substantially improved performance and reduced road failures.

With equipment for the first time priced within reach of all fleet operators, Clayton Moto-Mirrors make possible accurate laboratory inspection of trucks and buses under FIELD conditions... for a practical solution of many maintenance problems. For complete information ask for Catalog 61.



Clayton Absorption Dynamometers are also used to test a wide variety of gasoline and diesel engines for aircraft, ships and motorized vehicles.

CLAYTON
MANUFACTURING CO.



ALHAMBRA
CALIFORNIA

a study of the actual needs of the road and make proposals to the committee.

Experimentation in the use of radio in railroad operations thus far has been on an individual road basis. Some roads are using a combination of radio and telephone (inductive radio-telephone) carried by wires paralleling the tracks while others are using or experimenting with conventional short wave radio. Some are using two-way communication between moving trains and remote dispatchers' offices, while others are actually sending written orders to engineers in the cabs of moving locomotives (BW-Jul.15'44,p73).

• **FCC Assists**—To aid the railroads in determining their needs, the FCC on Oct. 2 granted applications for construction permits for three experimental class 2 portable and portable-mobile radio stations to be used in testing and developing radio equipment for railroad use.

Westinghouse Radio Stations, Inc., obtained the permits. Proposed stations, which may be used in actual railroad operations as well as experimentally, will be put in service on the New York, New Haven & Hartford R.R. Special temporary authority was also given to the Denver & Rio Grande Western R.R. to operate a class 2 radio station in train communication for three months.

• **Phones on Trains**—The commissioners also heard testimony of representatives of the American Telephone & Telegraph Co. and Western Union advocating space radio for new services to be rendered by the carriers of their patrons.

A.T.&T. is ready to give public radio telephone service aboard trains, buses, and airplanes when the need becomes apparent and the frequencies are available. Western Union representatives told FCC that the company could deliver messages to passengers on moving trains through railroad radio facilities. Both A.T.&T. and Western Union are ready to cooperate.

WORKERS CHANGE PLANS

Last February, 86% of Los Angeles war workers interviewed by a Chamber of Commerce investigator intended staying there. In September, this ratio had dropped to 75%, with 17% definitely decided upon leaving and 8% undecided.

Only 58% now want to stay with present employers as compared with 63% in February; 64% of employed housewives want to go back home, compared with 70% then; 17% want to stay in factory work, compared with 30% in February.

Where 19% of male workers had been in small business before employment, 25% want to go into business

for themselves after the war. Former employees now in the armed forces who want to return to southern California totaled 95%.

On the European war's end, a third survey is expected to give estimates of actual redistribution of war industry population, as contract cancellations will crystallize war workers' plans.

Pea Prices Cut

Purchase of graded dry legumes is discontinued by WFA. Dealers will get cash payments on a thresher-run basis.

The War Food Administration has reneged on its wrinkled pea program (BW—Jul.29'44,p.55). Last spring it promised to pay graded-pea prices to growers to give them a better break—even though it was suspected that the graded peas would have to be fed to hogs. Now the agency has decided to support peas on a thresher-run basis.

• **Price Cut 80¢ a Sack**—Officials say that prior to WFA, no one ever thought of grading wrinkled peas. By eliminating the grading feature, WFA will cut its losses—and prices to sellers—on the 1944 pea crop by 80¢ a cwt.

City fellers may snicker at the thought of wrinkled peas, but in the big pea-growing states they rate as serious business. Last year WFA bought upwards of 200,000 bags of wrinkled peas, paying \$4.25 a cwt. for No. 1's and \$4 for No. 2's. It sold about half of the peas for \$2.50 a bag for livestock feed, and the unsold remainder is heavy on its hands at a cost which by now has rolled up to about \$5 a bag, including freight and storage charges.

• **Overproduction Subsidized**—Peas can be harvested early before they wrinkle, and be canned for human consumption. Or, they can be allowed to go on through to wrinkled maturity. The 1943 deal was so good for producers and dealers that the tonnage of wrinkled peas went to unprecedented volume.

To make wrinkled peas less profitable this season, WFA prices for the 1944 crop were dropped 75¢ a bag. It still looked like a gravy train for the growers. Now WFA has backed down on its commitment. Instead of buying and selling the peas itself, WFA has worked out a deal to pay dealers the cash difference between cost and selling prices on a thresher-run basis.

• **Selling Below Cost**—Dealers will pay producers \$2.65 a cwt. for thresher-run peas, and then try to sell the peas for feed at not less than \$2.25 a cwt. WFA will pay dealers the 40¢ difference, plus



Touch

THAT TURNS STONE INTO TREASURE . . .

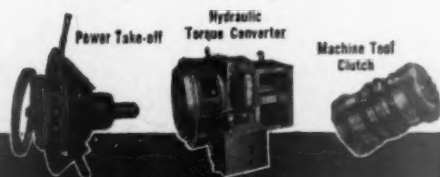
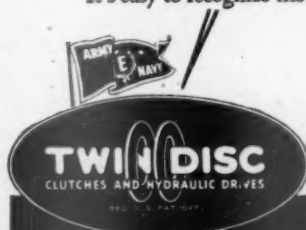
There's no hint of a beautifully brilliant, flawlessly cut gem in the rough stone that comes to the diamond cutter. Knowledge gained through the long, hard apprenticeship he began as a boy determines first how the stone must be cut. Then it takes his skill and cunning—products of years of development and practice—to give the jewel its value.

There's also a touch that adds extra value to units that link driving and driven parts of machines you build or buy. You get that extra value when you utilize the experience gained by the Twin Disc Clutch Company in over 26 years of designing and building power links for most industrial applications.

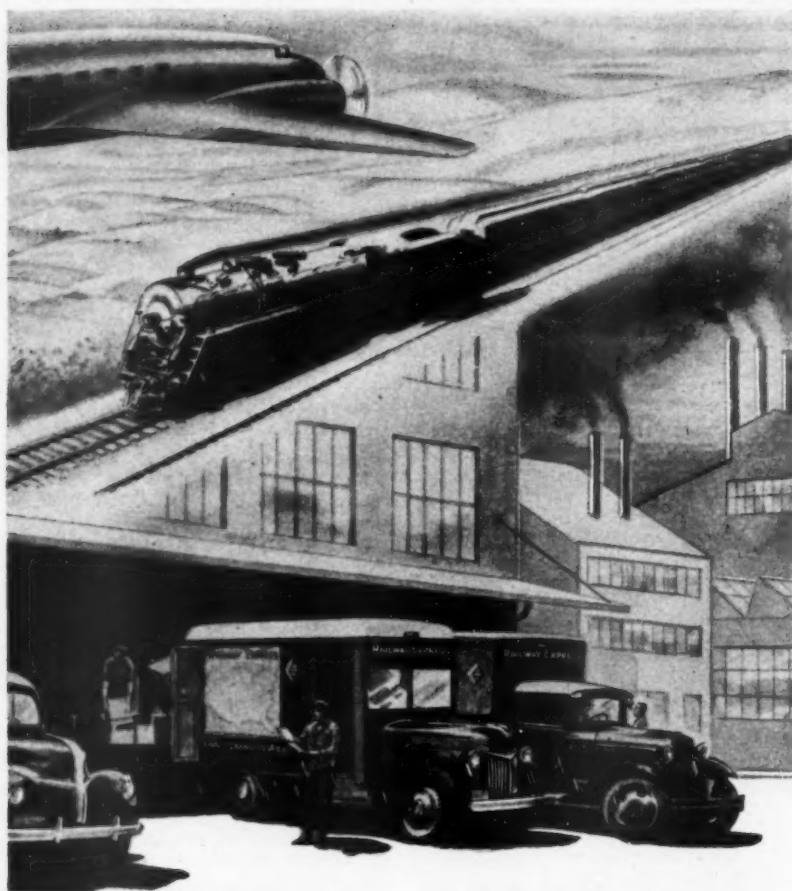
It's easy to recognize the benefits

of using power links whose makers have—(a) the broadest experience in determining what kind of power link will do the job best; (b) thorough, continuously expanding knowledge of tools, materials and methods that make power links better; (c) strategically located factory branches and service stations everywhere. That's what you get in Twin Disc Clutches and Hydraulic Drives.

You might profit from one other thing you can get from Twin Disc. That's unbiased engineering recommendations and help. We make both friction clutches and hydraulic drives and will be pleased to give you the whole story on either type. TWIN DISC CLUTCH COMPANY, Racine, Wisconsin (Hydraulic Division, Rockford, Illinois).



SPECIALISTS IN INDUSTRIAL CLUTCHES SINCE 1918



SAVING AMERICA TIME AND EFFORT

TO DEVELOP and use ways and means for saving time and effort is a typical American trait. Railway Express, with its fast trains coordinated with super-swift Air Express planes, is a time and effort-saving shipping service, unique in world transportation. These facilities, today, are being utilized to the utmost in meeting the fast transportation needs of government, industry and the public.

You can help Express continue to carry its share of today's enormous shipping load — and help yourself, too—by doing three simple things: Pack your shipments securely . . . address them clearly . . . get them off early. Out of our experience, we know "A shipment started right is half-way there."



NATION-WIDE

RAIL-AIR SERVICE

20¢ a cwt. for buying, handling, and merchandising the peas as feed.

If a dealer can sell the peas for more than \$2.25, he must divide the excess with WFA. But if he can't sell for \$2.25, WFA next June will buy all he has left at \$2.85 a cwt., plus 20¢ for handling. WFA will then try to sell the peas for whatever it can get.

• **Too Late for More Changes**—Officials say the producer will come out about as well as was intended last spring.

NEW TVA DAM FINISHED

Kentucky Dam, last link on the Tennessee River in the Tennessee Valley Authority's program to control its waters, has been completed, and the river is rapidly filling a 184-mi. long reservoir (Kentucky Lake) after torrential rains in the upper reaches of the river.

Boats of 9-ft. draft from the Mississippi and Ohio rivers eventually can pass through the Kentucky lock and ply the Tennessee from Paducah, Ky., to Knoxville, Tenn., a distance of 650 mi.

Electric power will be produced at Kentucky Dam by five 32,000-kw. generators, and the dam will act as a faucet to turn on or shut off the Tennessee. It will have sufficient controlled storage capacity to retain the major portion of flood flows of the Tennessee until the peaks of large Ohio River floods have passed. By such operation, engineers say, the Kentucky reservoir will be capable of reducing maximum flood stages on the Mississippi by about 2 ft. at Cairo, Ill., and about 1 ft. at the mouth of the Red River.

FPC PLANS DAM SURVEY

The long and often bitterly debated question of the extent to which hydroelectric power dams augment downstream floods will be examined in detail next month when the Federal Power Commission studies data on the Union Electric Co. of Missouri's Bagnell Dam, on the Osage River.

The FPC probe, concerned as it is with only one dam, will not settle the problem for all time, but it may develop the accuracy or inaccuracy of the charges hurled by downstreamers whenever a stream bursts its banks below a power dam.

The Bagnell study will be of great interest to all holders of FPC licenses for power operations on navigable streams. If the commission determines that conditions below the dam can be improved, it can issue "such rules and regulations . . . for the protection of life, health, and property" as it deems necessary. Such regulations may be issued under a relatively obscure section of the old federal water power act.

Oil Waste Fought

With a second major oil field in its back yard, Oklahoma City seeks state aid in warding off pollution of water supply.

Oklahoma City doesn't mind having part of a major oil field inside its city limits, as the Wilcox field is, but when the oil field threatens to drain oil waste and salt water into the city water supply, the newer West Edmond field threatens to do, action is indicated.

Seek Pollution Ban—So the city has applied to the Oklahoma (state) Corporation Commission for protective measures against pollution of its water supply, which comes directly from Bluff Creek reservoir and Lake Overholser, directly from North Canadian River, which feeds reservoir and lake.

Pollution, so far, has been only a threat. One of the newest West Edmond wells northwest of Oklahoma City is being drilled within two miles of the reservoir dam. It isn't yet flowing oil, but some of the 21 oil companies now active in the field are reported to have picked well locations even closer.

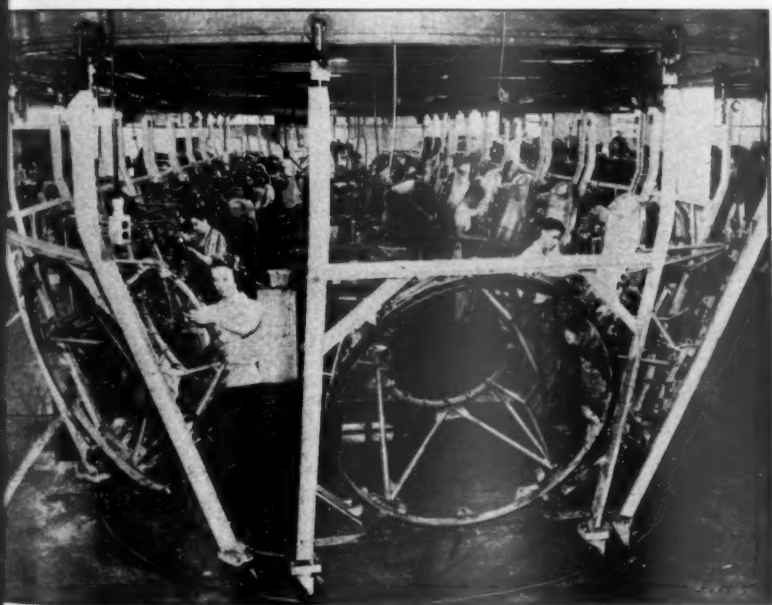
Oil Takes Precedence—Restrictions are not enough to protect the water

supply might not necessarily limit southward extension, commission members indicated. Property owners in favor of limiting the southward march of drill rigs said another limiting factor might be the city's plan to extend its north (No. 2) municipal airport. But in Oklahoma, oil drilling, when the prospects are hot, usually takes precedence over everything else.

The discovery well in the West Edmond field was brought in 16 months ago. Since then West Edmond has become one of the nation's most productive oil pools. It now flows about 28,000 bbl. daily under state restrictions designed to limit current production in the interest of getting maximum long-term recovery. Its total production has been about 3,500,000 bbl.

• **How Much Remains?**—Estimates of how much remains to be pumped out vary widely. The Petroleum Administration for War, the most conservative estimator venturing a guess on this question, figures that daily production will reach 42,000 bbl. from 234 wells by December this year, and that up to Jan. 1, 1960, total production will be 100,000,000 bbl. The most optimistic oil company geologists estimate that "proved reserves" in the field total 289,000,000 bbl.

The West Edmond field (map, page 52) begins about 15 miles northwest of Oklahoma City and sprawls about nine



ASSEMBLY OVAL

Adapting the circular assembly line to handle airplane jigs, Boeing Aircraft speeds production of engine mount moldings for Flying Fortresses. The conveyor, built by company mechan-

ics at Seattle, moves frames past the workers—to complete each assembly in one revolution. Boeing reports considerable time-saving by its "merry-go-round" which is similar to those used in making gas masks and military radio sets (BW—Feb. 12'44, p50).

IS YOUR PROBLEM ONE OF



EFFICIENT WAREHOUSING?

Baker Trucks make four distinct contributions to warehousing efficiency: 1. They increase storage space by tiering. 2. They cut handling costs. 3. They speed movement of materials. 4. They do the work of 8 to 10 men.



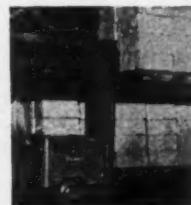
A leading industrial engineer specified Baker Trucks and Tractors to bring about top efficiency in sorting, storing and shipping the more than 100,000 items handled in a warehouse of the world's largest paint manufacturer. Fork Truck (left) is stacking drums on pallets 3 high.

The Baker Hy-Lift Truck with telescoping uprights, (see illustration at right) enters a box car door with ease and tiers material inside the car, conserving shipping space. Savings are reported as high as 75% over former methods.

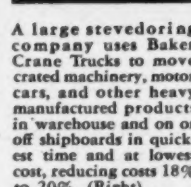


A Baker Material Handling Engineer recommended a Baker Fork Truck plus a conveyor system for a large food warehouse. Operating costs were reduced from \$6.68 to \$4.98 per ton—a saving of 25.4%. Gross savings amounted to \$7,956.00 per year. (See illustration at left.)

A large chemical manufacturer conserves inside space by yard storage of large drums. The Baker Fork Truck (right) is stacking them five high. The same truck also tiers pallet loads of bulk materials in sacks inside the warehouse, and loads cars or trucks.



A printer and publisher avoided additional warehouse rent by installing a Baker Hy-Lift Truck. Tiering skid-loads of paper stock, books and magazines, paid for his truck in 18 months on rental savings. (Left)



A large stevedoring company uses Baker Crane Trucks to move crated machinery, motor cars, and other heavy manufactured products in warehouse and on or off shipboards in quickest time and at lowest cost, reducing costs 18% to 20%. (Right)



If you have a material handling problem, the many case histories listed in the new Baker Catalog may help you find the best answer. Call the Baker Material Handling Engineer nearest you or write us direct.

BAKER INDUSTRIAL TRUCK DIVISION
of the Baker-Raulang Company
2164 West 25th Street • Cleveland, Ohio

Baker INDUSTRIAL TRUCKS

SLY DUST FILTER Collects Dust in Grinding Operations



Dust created in manufacturing special grinding wheels is pulled into intake hoods, thence through flexible exhaust pipes into the Sly Dust Filter shown above.

The Sly Dust Filter with fan house, where the dust is filtered from the air by means of a unique cloth bag system, offers many exclusive advantages. This is but one of over 5000 installations in operation today. Sly Dust Filters are suppressing and collecting 111 kinds of dust in 57 industries. What is your dust problem? Ask for Bulletin 98.

THE W. W. SLY MFG. CO.

Since 1874

4749 Train Avenue • Cleveland 2, Ohio

SLY
PIONEERS IN Scientific
DUST CONTROL

miles further northward. It is about 3 1/2 miles wide, east to west. New wells are coming in each week. At last reports producing wells numbered about 140; drilling was in progress at 100 other locations. PAW figures that the proved production area covers 13,350 acres, although oil men generally estimate it at more than 32,000 acres.

• **Production Restricted**—If the West Edmond wells were allowed to run wide open, each would be good for at least 5,000 bbl. daily at the start, oil men say. Under state "allowable" restrictions, actual production is limited to an average of about 200 bbl. per well daily.

The older Wilcox field, which penetrated Oklahoma City residential sections and spreads out southeast of the city in an area comparable to West Edmond, is a larger producer now than its upstart neighbor to the north.

• **Outrank Three States**—Together, West Edmond (28,000 bbl. daily) and Wilcox (34,000 bbl. daily) yield more oil than the combined production of Mississippi (46,400 bbl. daily), Alabama (300 bbl. daily), and Florida (50 bbl. daily), three states recently in the oil news because of discoveries in what had been considered wildcat territory.

Oil companies are reported to have leased, as to drilling rights, some 8,000,000 acres in Florida, 5,500,000 in Mississippi, 2,000,000 in Alabama, 500,000 in Georgia, and other large areas in the Carolinas and Maryland.

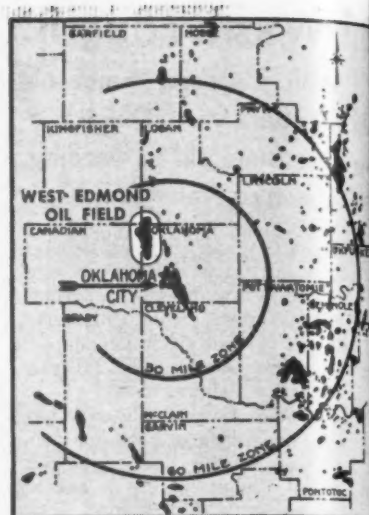
• **On the Climb**—Oil production in the Oklahoma City areas, disregarding the possibility of big oil pool discoveries elsewhere, eventually may boost Oklahoma back toward the top of the list of oil producing states.

Recent American Petroleum Institute figures show Texas producing 2,108,600 bbl. daily, nearly half the U. S. total; California, 864,500; Louisiana, 362,750; Oklahoma, 338,200; Kansas, 266,250; Illinois, 200,000; New Mexico, 106,050; Wyoming, 92,300; Arkansas, 80,330; Michigan, 51,400; Kentucky, 25,200; Montana, 19,600; Indiana, 13,250; Colorado, 8,950; Nebraska, 900; and eastern states excluding Illinois, Indiana, and Kentucky, 72,500.

CELANESE ACCUSED BY FTC

For the second time recently, Celanese Corp. has run afoul of the Federal Trade Commission. In an action filed last week, FTC charged Celanese with making promotion and advertising allowances to certain "prestige" customers, while withholding these benefits from other customers in violation of the antidiscrimination provisions of the Robinson-Patman law.

The earlier complaint charged the



Drill rigs and oil wells are no novelty in Oklahoma City, or in the field within zones extending 30 and 60 miles from the city. But when the new West Edmond field (black area outlined in white) spread southward city fathers began steps to prevent pollution of the city's water supply.

company with misrepresentation in its failure to advertise certain products as rayon (BW—Jun. 12 '43, p90). Hearing on this charge are scheduled for some time between now and Christmas.

TOWNSENDISM REVIVED

In addition to Oregon (BW—Oct. 7 '44, p24), three other western states—California, Washington, and Colorado—will have "Little Townsend" measure on their November ballots. The folk over sixty are working like sixty for the \$60 a month that is proposed in these bills.

The revival of Townsendism is on a much lower scale than the original proposal of \$200 a month. In Colorado an even more modest plan would insure payment of only \$45 a month by setting aside up to \$1,500,000 yearly from the state's general funds, in addition to the 85% of liquor and sales taxes already provided.

Opponents claim that this would actually boost pensions far beyond \$45 monthly, since by Colorado constitutional law, all pension funds remaining Dec. 31 of each year must be split up among pensioners as a jackpot, leaving the pension fund to start afresh each Jan. 1. This would result in the general fund being called upon to make up monthly deficiencies early in each year, with a mounting surplus in the

Have You Checked on your Grinding Jobs?

...on the use of **NORTON RESINOID WHEELS?**

It took Norton laboratory men thousands of man-hours to perfect the various Resinoid Grinding Wheel bond formulas for the various jobs such as weld grinding, disc grinding, snagging, thread grinding, cutting off, roll grinding, billet grinding.

Just for example, has your shop tried a Norton 24-Q4T-H specification for weld grinding,—

or, a 14-P4T-L for snagging steel castings when using a swing frame machine, or a 3714-O4T for snagging cast iron?

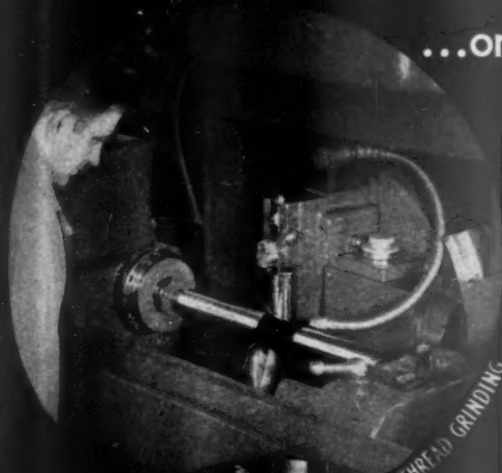
Have you made use of Norton engineering "know-how"?

NORTON COMPANY

Worcester 6, Mass.

Distributors in All Principal Cities

Behr-Manning, Troy, N. Y., is a Norton Division



NORTON ABRASIVES

later months—which at the end of the year would have to be split among pensioners.

The California proposal is in the form of a constitutional amendment which would repeal state sales and use taxes and substitute a 3% gross income tax, excluding nonprofit institutions.

Mexicans Assist

Southern Pacific reports 8,325 in its track crews. Road takes care to keep its visiting workers by boosting morale.

A. T. Mercier, president of the Southern Pacific R.R., has reason to say "many thanks" to the Republic of Mexico as he surveys payroll records which disclose that his company is the largest employer of Mexican labor in the United States.

Scattered over some 12,600 miles of right-of-way from Portland, Ore., all the way to Texas, and from Oakland, Calif., to Ogden, Utah, are 8,325 Mexican nationals serving with Southern Pacific track crews.

• **72% of Force**—The Mexican laborers make up 72% of the railroad's 11,560 track workers, which gives some idea of the importance of their contribution to the Southern Pacific's 1944 record in carrying 185% more freight than it did in 1939 and rendering passenger service 403% greater than for a similar period in 1941.

The use of Mexican track labor is not new with the Southern Pacific and other railroads of the Southwest which have

tracks near the Rio Grande. However, the Southern Pacific discontinued the employment of Mexicans as track workers in the last depression days. Recently (BW-Jul.29'44,p107) the Santa Fe System arranged for employment of juvenile delinquents of Mexican extraction.

The Southern Pacific brought the first of the Mexican nationals into the U. S. to take railroad jobs in this war emergency on May 16, 1943, after other sources of manpower had been exhausted. They crossed the border at Nogales, Ariz., after being sent on their way from Mexico City amid cheers and speech-making.

• **Efforts Praised**—From the start the railroad made the Mexican nationals feel as much at home as possible. The importance of their task in the war effort is emphasized continually.

The Mexicans are paid standard wages for the section of railroad to which they are assigned. They are furnished the same housing facilities as other track workers, and special efforts are made to provide the Mexicans with food which appeals to their appetite and is seasoned to their taste.

• **Matter of Seasoning**—The necessity for the right seasoning to food was brought to the company's special attention a few months ago. A few workers were quitting, grumbling about the food. For a time the Southern Pacific was perplexed because the Mexicans were getting good wholesome food.

Then the reason for the grumbling came out. The Mexicans didn't like the seasoning. Spanish-speaking Chinese cooks were imported and a serious morale problem was solved in a hurry.

The Southern Pacific also carefully

MILLS MUST PRODUCE

Dismantling of textile mills without specific consent has been forbidden by WPB, which acted after a union protested sale of three Alabama mills to a nonoperating company which planned to export their machinery to Brazil.

The order was directed at Alabama Mills, Inc., which recently announced sale of its Jasper, Haleyville, and Russellville (Ala.) mills to the Crescent Corp. of Fall River, Mass., for economic reasons. The purchaser, listed as an exporter of secondhand textile machinery, planned to take control on the completion of government contracts at the three mills which employ 900 workers.

The WPB order, issued under the urgency of need of cotton goods production for war purposes, will not permit Alabama Mills to shift contracts from the three mills, or to suspend operations there. Instead, it sets goals of 1,000,000 yd. of textiles for each plant in the next three months.

To cover any other cases WPB made its dismantling ban general. The Alabama issue was first raised by the Textile Workers of America (C.I.O.) which represents workers in two of the three plants.

observes Mexican holidays. The last big one was on Sept. 16, when the Mexicans were permitted to celebrate the 134th anniversary of their country's independence.

The employees' monthly magazine now carries stories and picture captions in Spanish as a service to the many workers who do not speak or read English.

• **Contracts Renewed**—The Mexican workers were provided with six-month contracts subject to renewal for another six months if their services are needed and they desired to stay on the job. The Southern Pacific, anticipating an even greater volume of freight and passenger traffic as the campaign against Japan is intensified, needs them. Already 4,522 have renewed their contracts.

• **Pay on Deposit**—Ten percent of each man's wage is withheld and deposited in Mexico City as a safeguard against his becoming a charge upon the Mexican government at the expiration of his contract. Upon his return to Mexico, he may draw on this account. Transportation to and from recruitment points in Mexico is provided by the Southern Pacific.



By smiles and diligent knife-and-fork activity, Mexican track workers on the Southern Pacific R.R. demonstrate satisfaction with special cooks and menus.

CAREY ROOFS for ALUMINUM COMPANY OF AMERICA



★ Extrusion Plant built for Aluminum Company of America, Acting for the Defense Plant Corporation by Day & Zimmerman, General Contractors, Philadelphia, Pa.

Carey 20-Year Bonded Built-Up Roofs applied by Warren Ehret Co., Roofing Contractors.

TO insure long-lasting, reliable protection for this new extrusion plant, Aluminum Company of America selected

Carey
BUILT-UP ROOFS

These dependable roofs were chosen on a basis of known high quality, reliable protection and long-life—the same

basis upon which they have been selected for many of the nation's other important plants.

You're always SURE with a CAREY Roof—sure of longer wear, dependable protection, lower yearly cost. And you're sure of having the work done "on schedule", with the aid of the nationwide CAREY Service Organization.

For full details, write Dept. 29

THE PHILIP CAREY MFG. COMPANY—Lockland, Cincinnati, Ohio

Dependable Products Since 1873

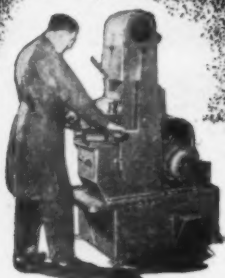
In Canada: The Philip Carey Co., Ltd. Office and Factory: Lennoxville, P. Q.

other
Carey
PRODUCTS
include ▶

Heat Insulation . . . Asbestos-Cement Corrugated Roofing and Siding . . . Roll Roofings
Asbestos - Cement Shingles, Siding, Wallboard and Sheathing . . . Roof Coatings
and Cements . . . Asphalt Shingles . . . Waterproofing . . . Elastite Expansion Joint

The Efficiency of WET-BELT MACHINING

can improve
your postwar
competitive position



High-priced materials! Maintenance of wage scales! Yet the need for lower cost finished products! With these important factors looming in the postwar industrial picture, machining efficiency to reduce unit cost becomes a "must."

Porter-Cable's Wet-Belt Machining method proved itself in the need for speed in wartime orders. It is amazingly fast—often 5 to 25 times faster than previous methods. By doing away with frictional heat, warping, discoloration, flow, are automatically eliminated. Substantial economies result from the reduction of machining time, and the decrease of rejects. There is no tool upkeep. Less experienced operators are required.



• This booklet may contain the answers to questions that are probably bothering you right now about your postwar machining setup. Send for it today. Learn more about the machining method that is speeding output, and slashing costs, with SUPERIOR RESULTS—Wet-Belt Surfacing

**PORTER-
CABLE**
MACHINE COMPANY

2030 10 N. Salina St.
Syracuse 8, N. Y.

PRODUCTION

The South Plans

Postwar industrialization dream assumes realistic shape in its institute's search for new products, markets, and uses.

The dream of the South is new industry. War gave a touch of reality to the dream, and the South is determined that the momentum of wartime industrialization shall not die with the war itself.

• **Taking Shape**—Last week, the fabric of the South's peacetime hopes began to assume shape with the birth of the comprehensive and ambitious Southern Research Institute, which has been in gestation ten years as the Alabama Research Institute.

The institute, headed by Dr. W. A. Lazier, formerly associated with du Pont, is patterned after Pittsburgh's Mellon Institute of Industrial Research, whose director, Dr. Edward R. Weidlein, was a principal speaker at the dedicatory dinner in Birmingham last week.

• **Backing Assured**—Quartered in a new home, with \$400,000 already in hand and \$1,000,000 more in prospect, the institute has embarked on a program of research in behalf of existing industries

with confidence that it will turn up a catalog of new products based upon use of the South's storehouse of raw materials.

A start has been made through several exploratory discussions leading to prospective sponsors who have produced specific problems for the laboratory to grapple with. Two deal with subjects of direct interest to the war effort; two point to the development of southern resources.

• **Down the List**—Cotton and coal are two major projects in the institute's sights. The sweet potato (BW—Jul. 1 '44, p58), lumber, clay, metals—everything on the South's list of resources—will feel the touch of research and experimentation. New products, new markets, and new uses are the objectives the institute has set itself.

A decade ago, Dr. Stuart J. Lloyd, dean of the school of chemistry at the University of Alabama, laid the foundations of the institute in a report to the president of the Tennessee Coal, Iron & Railroad Co., subsidiary of U. S. Steel Corp. Four years ago, Dr. George D. Palmer, also of the university, carried the plans to the Alabama Chamber of Commerce.

• **Numerous Pledges**—Thomas W. Martin, president of Alabama Power Co., made the first pledge of financial backing—\$25,000 a year for three years. From Mobile came a pledge for the



Three champions of an ambitious scientific program for the South are (left to right): Dr. Edward R. Weidlein, director of Mellon Institute of

Industrial Research; Thomas W. Martin, president of Alabama Power Co.; and Dr. W. A. Lazier, director of the new Southern Research Institute.

LESS WORK FOR THE SAFETY VALVE

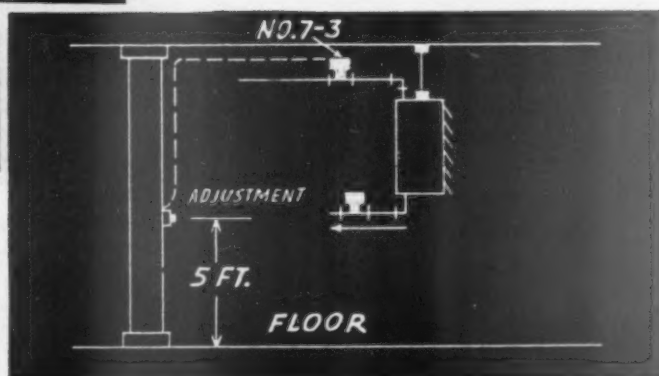


THE COLD-RADIATOR-BLOCK PROBLEM can be solved by the blower switch method, but safety valve firing has a habit of doing unpleasant things to grates, boiler tubes and fuel piles. No boiler should be forced continuously. The solution of the uneven heat problem is not wholly within the boiler room—usually it is a matter of steam flow control at point of usage.

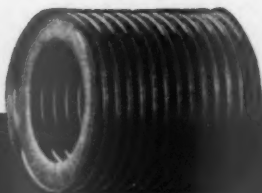
Sylphon Regulators automatically adjust the steam flow to individual units so that only the minimum quantity required to heat the spaces served is admitted. The radiators or units that normally overheat are held to the proper temperature, permitting surplus steam to be forced into other parts of the system. This tends to keep the steam flow equation in balance, *without excess firing.*

Sylphon Regulators are available for practically any type of system, and once they are properly installed their simple ruggedness assures long, service-free operation. Send for catalog TW-20.

Typical Installation of No. 7-3 Regulator. Suitable for controlling steam supply to unit heaters, wall or ceiling type radiators and similar applications. Other types available for duct control, etc.



FULTON



SYLPHON

THE FULTON SYLPHON CO., KNOXVILLE 4, TENNESSEE

HELPING TO WIN THE WAR

PATRIOTIC ADVERTISING SPECIALTIES

Help maintain civilian morale and improve your business at the same time. Place your name before your customers with Exclusive Art Calendars, Gift Leathers, Bill-folds, Freedom Wallets, Diaries, Personal Estate Records, Mechanical Pencils, Safety First Cases, Novelty Items, Inexpensive, beautiful.

ADVERTISING PUBLISHING CO.
Dept. 6W-19, Ann Arbor, Mich. (Salesmen Wanted)

LIGHTEN THE AIR MAIL LOAD

USE EATON'S LIGHTWEIGHT PAPERS

Eaton's BERKSHIRE TYPEWRITER PAPERS

A correct paper for every business need

PIETZ & CO., WASH.

Investors Mutual, Inc.

DIVIDEND NOTICE

The Board of Directors of Investors Mutual, Inc. has declared a dividend of twenty cents per share payable on October 16, 1944 to shareholders on record as of September 30, 1944.

E. E. CRABB, President

PROTECTION OF LIFE, LIMB, AND PROPERTY

Employers Mutual Safety Engineers are the "G" men of accident prevention. They seek and detect hazards that cause accidents which stop production. Their services are a part of Employers Mutual compensation insurance coverage. Ask for details.

Employers Mutual

LIABILITY INSURANCE COMPANY OF WISCONSIN
HOME OFFICE
WAUSAU, WISCONSIN

Offices in Principal Cities of the United States
Consult Your Local Telephone Directory

same amount from an unidentified group. Since then, Martin, now chairman of the institute, has received pledges of substantial amounts from seven railroads, most of the banks, large and small industrial concerns, locally owned insurance companies, public utilities, as well as hundreds of individuals.

Automatic Hones

Micromatic devices built for war jobs are unveiled as the company's postwar contribution to technology of metal removal.

When the Micromatic Hone Corp., Detroit, unveiled its new line of internal honing machines to a large, representative group of machine tool buyers last week, there was significance on two counts: It was probably the first time that postwar machine tools have been revealed publicly; the new line exemplifies notable advance in the technology of metal removal.

• **War Tools**—Micromatic was able to develop and show the new tools during wartime because they were engineered for some of its government subcontract work and proved so satisfactory that they just naturally became the basis of postwar lines.

The company is satisfied that the new line makes a production process out of what was formerly considered a manually controlled finishing operation. Traditional methods of stopping work to gage its progress and dimension with micrometer or plug gage are superseded by "microsize control" and "hydrosized control," both accomplished automatically while the work is being done.

• **New Honing Slab**—Microsizing, used on machines for honing small parts, depends upon a new type of honing slab with the abrasive stick molded into a thermosetting plastic base. Projecting along the end of the base and beyond the abrasive is a tab.

When the honing tool comes to the end of its reciprocating travel and out of the work, the tab arrives within the circle of a ring gage that is built right into the machine, but does not touch the gage until the inside diameter has been honed to required dimension. The moment correct size has been achieved, the tab touches the gage edge, friction burns the gage on its mounting, and that very slight motion trips a switch, withdrawing the spindle.

By the same means, multispindle machines successively rough-hone and finish-hone small work. Micromatic claims that costs of honing with microsize con-

trol are half those of the methods formerly used.

• **Cutting Oil Used**—Hydrosized control for large work uses the honing machine's own cutting oil to gage the work, much as air is employed in air gages. The oil squirts from two jets against the interior of the work, and its back pressure is measured. As the interior is gradually enlarged by honing, back pressure lessens. Because the pressure has been previously calibrated over varying dimensions, the operator can shut the machine off when the work reaches required size simply by watching a meter dial; or the entire operation can be mechanized.

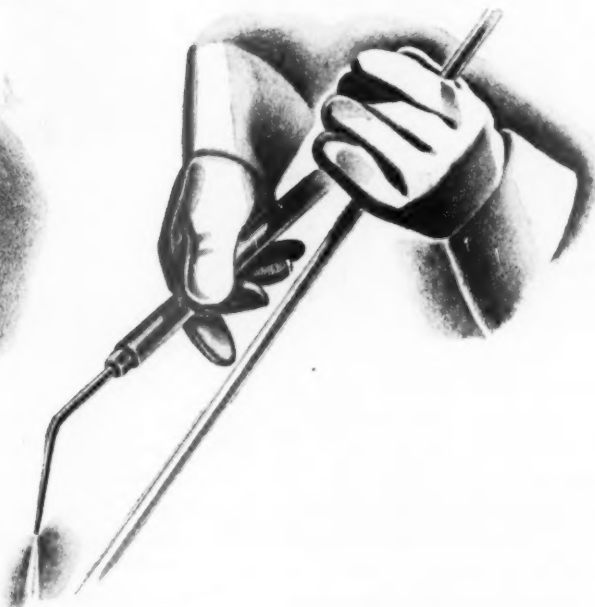
Micromatic engineers told the buyers last week that either microsizing or hydrosizing can maintain dimensions to 0.0003 in. on production work.

• **Production Device Too**—The company has still another improvement intended to bulwark its contention that honing is now a production, metal-removing method as well as a means of achieving fine finish. Named after its developer, Harzlite impregnation of honing sticks makes possible the tackling of heavy sections and the cleaning out of metal quickly in coarse sweeps as a prelude to finish-honing.

Harzlite impregnation is said to anchor abrasive grits more firmly into place in honing sticks without affecting the softness of their bond. As a result, increased grit penetration and longer stone life are reported, even though the work being done may be heavier than in the past.



Ring gages mounted around spindles automatically hold dimensions within 0.0003 in. on a new Micromatic honing machine which hones the inside diameters of two aircraft engine gears simultaneously (above)—with each spindle operating independently.



Southern Hands Have Learned New Skills

THOUSANDS upon thousands of Southern workers are going to school today. Their classrooms are great shipyards...airplane plants...steel and aluminum plants...powder factories...arsenals...war-busy plastic and chemical industries...where they are learning the myriad skills of modern industry.

And on the trains and tracks, in the offices and shops of the Southern Railway System, we're learning new skills too . . . how to move more tons of freight, more thousands of passengers.

We're learning how to do our job more efficiently than ever before.

So, after the war, when you "Look Ahead—Look South," you'll see an army of strong, capable, level-headed American workers—including plenty of highly skilled craftsmen—pulling together to make the Southland's dreams come true.

Ernest E. Harris
President

SOUTHERN RAILWAY SYSTEM
The Southern Serves the South

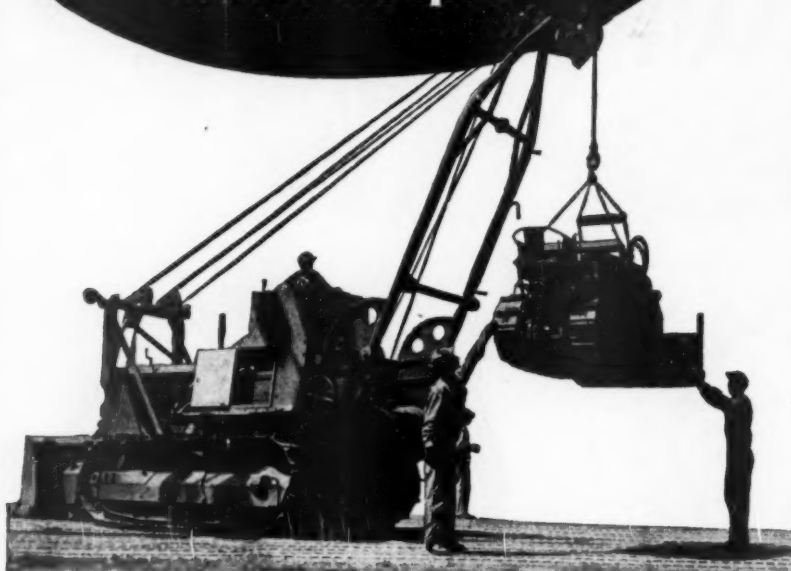
for-
control
ine's
much
oil
inte-
re is
en-
sens.
ously
the
then
ply
ntire

om-
in-
that
l-re-
s of
its
of
ack-
ning
eeps

an-
into
ing
ult,
nger
the
n in

es
in
n-
de
ars
ch

How we put a
bullet-proof vest on a
"secret weapon"



YOU'RE looking at one of Uncle Sam's newest combat vehicles... a "Beach-Dozer".

Developed by Army Engineers, it was a "secret weapon" until the Normandy invasion. Then it became a headache for Hitler.

Used as a basic tool by engineer shore regiments, this go-anywhere "dozer" can do the work of 500 men. It has a bull-dozer blade, a power-driven crane that can lift as much as seven tons, and an armored cab to protect its driver.

The armored cab, which serves as a "bullet-proof vest" to ward off small arms fire and shell fragments, is a Union Metal contribution.

Army engineers brought their first

sketch of this cab to Union Metal's designers because of our experience in building similar cabs for other combat vehicles. Here working drawings were made, a pilot model built, and engineering refinements adopted which made it a success.

Chances are *you* will never need an armored cab. But the ability of Union Metal engineers to produce this and many other better products of steel is an accomplishment that you *could* turn to your own benefit... in peacetime.

Why not bring your steel fabricating problems to us now? Although our manufacturing facilities are devoted to the war effort, our engineers and designers are available for advice and consultation. The Union Metal Manufacturing Co., Canton 5, Ohio.



UNION METAL
Craftsmen in Steel Fabrication

Packaged Fuel

Paper-wrapped briquets to be made from nonmarketable anthracite and bituminous coals in DPC-sponsored plant.

Briquets, made of a new combination of anthracite and bituminous "fines," paper-wrapped in blocks for household use and so clean they can be stacked anywhere, will be manufactured in Philadelphia by the Blaw-Knox Co., Pittsburgh engineers and steel fabricators. If the fuel catches on, Blaw-Knox intends to manufacture the processing equipment for similar plants elsewhere.

• **Financed by DPC**—The product, called "white glove" fuel because of its cleanliness, will be pressed into 3x3x3-in. cubes, which can be thrown into a furnace or open fireplace six at a crack with the kraft paper wrapper unopened. Six cubes weigh 6½ lb.

The plant, which is scheduled to be in operation by next March, will be financed by the Defense Plant Corp. and will cost, when complete, around \$400,000. It is sponsored by the War Production Board, and indorsed by the Solid Fuels Administration as a measure to relieve shortages in lump fuel and overcome surpluses of fines. It will be located in North Philadelphia and employ more than 100 workers.

• **For Eastern Market**—Annual production of the briquets is expected to be 150,000 tons, using 120,000 tons of waste anthracite, with the remainder made up of bituminous coal, and an asphalt binder.

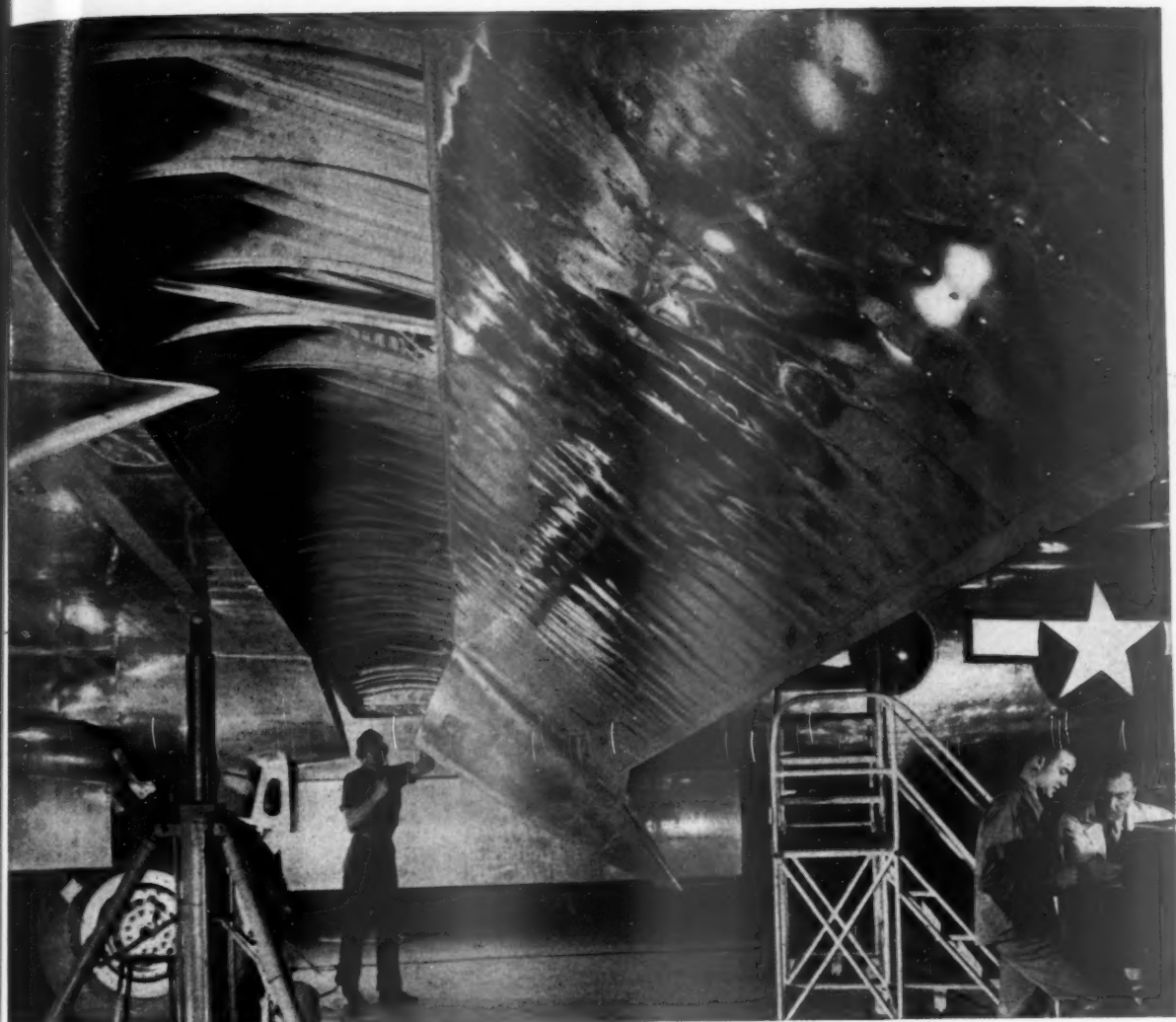
Distribution will be through regular retail outlets with primary sales being in the East.

• **Easy Storage**—Although Solid Fuels Administration suggested the enlargement of packaged fuel facilities to meet the increasing demands for fuel in a time when domestic sizes are inadequate, the project is also aimed to serve coal users who cannot buy large quantities of coal at a time, either because of lack of storage space or because of finances. The cube packages can be stacked like cordwood.

CHEAP JUICE FOR FONTANA

Californians were more than casually interested this week in the new electric power contract just negotiated by Henry J. Kaiser's Fontana steel plant with Southern California Edison Co. It calls for cheaper power than Fontana has been getting—and most important, it runs for five years.

In return for the rate cut, the Kaiser



It's One of the "Brakes" on the Boeing Superfortress

The new Boeing Superfortress is capable of speeds that compare favorably with pursuit planes. It carries the largest bomb load in the world, has unprecedented range, and can wage war at altitudes higher than any other bomber.

How can such an airplane take-off and land on any ordinary airfield?

You're looking at one of the reasons: The wing-flap of the new Boeing B-29 wing. In effect, this gives the Superfortress two wings . . . one for flying, and one for take-off and landing.

In order to decrease the take-off distance and landing speed, the flaps roll

back and down, increasing the total wing area by 19% and changing the whole flying characteristics of the plane. Though half again as big and considerably faster than the Flying Fortress, the Boeing Superfortress requires a runway of just about the same length.

The new Boeing B-29 wing is considered one of the great engineering achievements in aircraft history. Usually you have to compromise between load and performance; sacrifice one in order to get the other. But the new Boeing wing gives both! It has more aerodynamic refinement than ever before achieved in a wing of its type and magnitude.

As the world well knows, the first production Superfortresses already have entered combat. They are taking their place along with the famous Flying Fortresses as Boeing's effort to provide the Army's great bombing crews with the best possible airplanes to accomplish their hazardous and important missions.

When the war is over, Boeing research, design, engineering and manufacture will be turned once more to products of peace. Of any such product you can be sure . . . if it's "Built by Boeing" it's bound to be good.



Graybar Specialists in 86 major cities are ready to show you how Teletalk Amplified Intercommunication can smash production bottlenecks.

Teletalk is the straight line . . . the shortest . . . and quickest . . . distance between two or more key executives. There is a Teletalk System to fit the needs of two-suite offices, large factories . . . any size of organization, large or small.

Call your Graybar Communication Specialist today. Let him advise you on priority . . . war orders usually give it . . . appraise your needs and recommend just the Teletalk Amplified Intercommunication System best suited to give you the utmost in efficient inter-departmental contact.

Teletalk is easy to install . . . operates from the light circuit. It will give service for years on a minimum of maintenance. Installation is accomplished without interference with the routine of your business.

You will find your nearest Graybar office listed in the classified directory of your telephone book. Why not call today, start now to enjoy the advantages of Teletalk's modern intercommunication?

Graybar Electric Company, Inc.
Graybar Building, New York City

Offices in Over 80
Principal Cities



concern has agreed to buy its total requirements from Southern California Edison. The Kaiser interests retain the right to cancel on 90 days' notice, but cancellation carries a penalty of \$7,500 a month or \$90,000 a year.

The California Railroad Commission, in approving the contract, spoke of "conditions calling for special treatment." This, in the estimation of native sons, might concern the state's need for a permanent steel industry.

Fighter Folds

Army Air Forces stops "quantity production" of first warplane completely designed and built by auto maker.

The Army Air Forces this week discontinued what it called "quantity production" of the fast P-75 long-range fighter plane—the first warplane to be completely designed and built by an automotive manufacturer (BW—Aug. 28'43, p.87).

• **Development Continues**—The Air Forces said that development of the

model would be continued by Fisher Division of General Motors, in whose plant No. 2 in Cleveland work on the P-75 has been carried on since a contract was awarded in July, 1943.

The decision not to continue production of the P-75 obviously reflects the Army's conviction that it can get more of what it wants faster by concentrating on established models developed by the old-line aircraft companies. All details of the plane and production are still closely guarded secrets. The first ship, designed by Don Berlin, former Curtiss-Wright engineer, was assembled by hand in the Cleveland plant in about four months after the contract was signed.

• **Swing to B-29's**—About 40% of the production workers at the Cleveland plant No. 2 were assigned to work on the P-75. Currently the plant employs between 10,000 and 11,000 workers. Those not engaged on the P-75 were at work on outboard wings and tips, stabilizers, vertical and dorsal fins, and wing tips for Superfortresses (B-29's).

The combination of new high-priority aircraft work, transfer of affected workers to making assemblies for the Superfortresses, and cessation of hiring is expected to absorb nearly all Fisher workers released by the cutback.



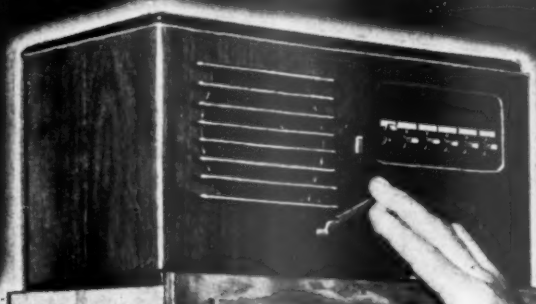
SAVING PUNCH

By using larger forming mandrels to produce contoured cavities, H. K. Porter Co., Inc., has not only advanced its production of big naval gun shell casings, but has cut labor, machining, and material costs. Instead of retaining orthodox methods of upsetting, piercing, then machining forgings for contour, Porter's subsidi-

ary—Porter-Blairsville Co., at Blairsville, Pa.—has adopted mandrels or "punches" shaped to the approximate size of the desired case cavity, and produces the necessary taper to a large extent in the forging process. With less metal to machine from each unit, the company reports the capacity of its lathes increased 35%, a resultant high saving in cutting tools, and a 13% saving in critical shell steel.

**"SPEED is the essence of all our contracts . . .
Teletalk is an invaluable ally"**

Foster Engineering Co.
Newark, N. J.



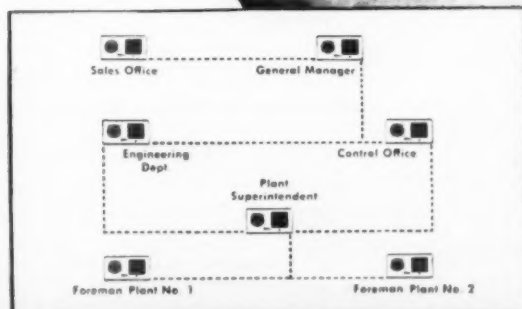
Communication between key executives quickly became the biggest production bottleneck of the Foster Engineering Company, Newark, N. J., when war skyrocketed demands for their automatic valves for marine use.

"Speed is the essence of all our contracts. Teletalk Amplified Intercommunication with its never-failing performance has been an invaluable ally by supplementing the work of an overburdened switchboard . . . eliminating inter-plant phone calls . . . enabling our key men to get vital information at once," says Stephen Berrien, Foster personnel director. "I do not see how any plant communications system could be considered efficient without its counterpart."

In thousands of busy offices and plants, the flip of a convenient key on a Teletalk unit will call a conference of executives with each at his own desk . . . bring information on orders, production, accounts, shipments . . . conserve the time and energy of valuable men and women.

Teletalk comes in sizes to fit the large as well as the small organization . . . is easily installed . . . operates from the electric light circuit. Time saved in a few months will usually pay for the cost of a Teletalk system.

There is a Teletalk representative near you. You will find him listed in your classified telephone directory as shown below. Call him today or write us if you do not locate him.



WEBSTER ELECTRIC COMPANY,
Racine, Wisconsin, U.S.A. • Established
1909. Export Dept.: 13 E. 40th Street,
New York (16), N. Y. Cable Address:
"ARLAB", New York City

Licensed under U. S. Patents of Western Electric
Company, Incorporated, and American Telephone
and Telegraph Company

Let's All Back the Attack
Buy Extra War Bonds



WEBSTER ELECTRIC

WEBSTER ELECTRIC
Teletalk
REG. U.S. PAT. OFFICE



"Where Quality is a Responsibility and Fair Dealing an Obligation"

TENNESSEE AGRICULTURE



IS MADE
TO ORDER

for

CHEMURGIC INDUSTRIES

TENNESSEE produces every agricultural product used in chemurgy, with the exception of sugar cane!

Increasing large-scale production of corn, cotton linters and seed, sweet and Irish potatoes, peanuts, soy beans, and milk make Tennessee ideal for the location of plants devoted to the manufacture of plastics, synthetic fibers, and numerous other chemurgic products.

All types of manufacturers find many advantages to plant locations in Tennessee. Read the basic advantages listed.

Manufacturers interested in meeting changing conditions, increasing population shifts, and postwar competition should investigate Tennessee now.

Write for specific information and surveys relating to your particular requirements. Ask for illustrated book: "Tennessee—Land of Industrial Advantages."

Basic Advantages to Plant Locations in Tennessee

- ★ An unsurpassed variety of major industrial minerals and agricultural products.
- ★ Huge coal reserves making possible economical steam-power generation.
- ★ Cooperative skilled and semi-skilled native-born labor.
- ★ Inland waterway system of three great rivers for low-cost transportation to Midwest, Gulf, and World ports.
- ★ An inexhaustible supply of industrially suitable water.
- ★ Uncongested plant sites near basic materials, river and rail terminals.
- ★ Excellent railway, highway, and airline transportation.
- ★ Ideal living conditions for both employer and employee.
- ★ Central location permitting 24-hour delivery to more than 51% of the Nation's population.
- ★ Opportunity for low-cost assemblage of raw materials or manufactured parts.
- ★ Sound State tax structure. No personal earnings or sales taxes.
- ★ State and municipal governments friendly to industry.

Governor's Industrial Council, Department of Conservation
730 State Office Bldg. Nashville, (3) Tenn.

Investigate **TENNESSEE**
THE FIRST PUBLIC POWER STATE

Iron Test Starts

Republic Steel's sponge iron plant begins production, and a skeptical industry looks for answers to its questions.

Disputed questions of the feasibility of sponge iron production were closer to an answer this week as the Republic Steel Corp. began production in its new \$1,000,000 low-temperature reduction plant at Warren, Ohio, which has been under construction for almost two years (BW—Oct. 31 '42, p. 77).

Republic's electric furnaces at Canton will get the 100-ton daily output of sponge iron which is now thrust, by the present ample scrap supply, out of its original role of substitute for scrap, into the immediate necessity of finding its economic place as a base material for special grades of steel.

• **North Carolina Test**—Meanwhile the U. S. Bureau of Mines was considering a request by Gov. Joseph M. Broughton of North Carolina for the establishment of a sponge iron pilot plant at Salisbury, N. C.

Broughton informed the bureau that experiments conducted by the state geologist at Salisbury had shown that reduction of ore from mines in Avery County would produce sponge iron of superior quality.

Broughton urged that experiments be conducted by the bureau until all types of iron ore in North Carolina had been tested and the true costs of producing sponge iron from them have been determined.

The bureau will establish regional offices at North Carolina State College with a view to setting up pilot plants near deposits of strategic materials.

• **Simple Process**—The principle of the sponge iron process, predating the Damascus and Toledo steels that it produced, is simple. Finely divided ore is heated, out of contact with air, below fusion temperature. The Brassert-Cape process, employed at Warren, circulates coke oven gas through the ore in a vertical, cylindrical furnace. Oxygen is removed from the ore, leaving porous metallic iron, which is then briquetted for easy handling.

The temperature, never above 1,300F., is below that necessary to reduce such impurities as sulphur, silicon, phosphorus, etc., but a high degree of magnetic separation is said to be possible.

• **Industry Skeptical**—Government metallurgists have sought to have the sponge iron experiment tried with low-content western ores, but the Republic

plant will use high-grade magnetite from New York state mines.

The steel industry has been highly skeptical of the ability of sponge iron to compete with pig from the blast furnace. But the prospect of producing directly a nearly carbon-free iron, that is malleable, and would relieve steel mills from some of the headaches inherent in the use of unpredictably alloyed scrap, has been an attractive speculation for inventors and metallurgists.

Some part of the answer is now in the making.

Electronic Era

Rapidly growing industry agrees that it must strive for practical utility, not glamor, in postwar developments.

Electronics passed a milestone in Chicago last week when 2,000 scientists and engineers, under impeccable college and industry auspices, attended the first National Electronics Conference. Purpose: to compare notes and correlate work that has been done in divergent fields. Theme: Postwar applications of electronics (BW-Jul.29'44,p24) must be for practical utility, not for purposes of glamor or panacea.

• **Postwar Hopes**—Peaked up by one of the greatest of all war booms, electron-

RECORDER LICENSED

One of the first plans to be made public for postwar improvement of home radio equipment was revealed this week when Armour Research Foundation announced that it had licensed several home and automobile radio manufacturers to produce and use its wire recorder in conjunction with their own receivers.

The wire recorder is a device which records and reproduces sound by variable magnetization of a wire, instead of the sound grooves of conventional disks or cylinders. The sound is recreated by passing the wire through an electronic pickup connected directly to the radio loudspeaker.

The Armour wire recorder proved its usefulness and durability on D-Day, when it was used in connection with the landings on the Normandy beachhead under conditions that would have greatly impaired the efficiency of conventional apparatus.

The Modern Way to Convert Ideas into Action is

Graphically



Electro-Copyist



No longer need you limit instructions, memoranda, letters to words only. With a Hunter Electro-Copyist charts, photographs, drawings, clippings can be reproduced instantly, so that all key men may study them simultaneously. Decisions involving design changes can be mailed, with reproductions of sketches, the same day they are made.



For greater clarity and quick action, send the complete story with all pertinent illustrations. With plans and specifications attached, there's less chance of misunderstanding, no delays in asking, and waiting for, explanatory information.



Let us show you, on your own work, how Hunter Electro-Copyist can help you slash the interval between decision and results. Or send for illustrated booklet, showing how America's leading executives are speeding and clarifying



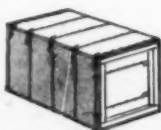
communication with the Electro-Copyist—the modern way to reproduce. Models for every purpose—\$57.50 to \$3000.00.

HUNTER ELECTRO-COPYIST, INC., 107 E. FAYETTE ST., SYRACUSE 2, N. Y.



"Gramp" Was Proud as Punch!

YES... Grandfather was very proud indeed of his cigar case... and how well it tells our story. It provided protection... it was light-weight... it neatly nested the product.



General All-Sound Box



General Corrugated Box

And so, today, GENERAL engineered shipping containers are specifically designed for the product... designed to provide ample protection... streamlined to save space... constructed of sturdy, light-weight materials to expedite handling and cut costs. Frequently GENERAL engineers have suggested minor product changes that have increased production and substantially reduced material and shipping costs.

While GENERAL engineered shipping containers are today shipping vital supplies throughout the world, we, too, are planning to serve you with improved containers tomorrow!

Get acquainted now with the many advantages of GENERAL'S "Part of the Product" plan. Write today. Our engineers will be glad to help you with your packing problems.

Send for "The General Box"—this booklet illustrates General Box Company's "Part of the Product" Plan.



ENGINEERED SHIPPING CONTAINERS

General BOX COMPANY

GENERAL OFFICES: 502 N. Dearborn St., Chicago, Ill.
DISTRICT OFFICES AND PLANTS: Brooklyn, Cincinnati, Detroit, East St. Louis, Kansas City, Louisville, Milwaukee, New Orleans, Shaboygan, Winchendon.
Continental Box Company, Inc.: Houston, Dallas.

ics manufacturers harbor few illusions. They foresee a certain tapering off in immediate postwar volume. But they hope that new ideas and combat-type developments can be quickly adapted to commercial application.

The experts agreed that many electronic devices could have been used before the war. Technicians' guess: Introduction of new ideas was delayed by the depression years' stagnation of initiative, and the public's ignorance of electronics possibilities.

The industry believes that electronics will provide important tools for the industrial engineer from now on.

• **New Devices**—Facsimile transmission by radio of the printed page seems just around the corner, say the experts. Collision-prevention apparatus will make flying safer. Radio communication will link automobiles and other land vehicles, just as water craft are connected, into telephone circuits.

Walkie-talkie radio sets for the public will be connected into national and worldwide telephone circuits.

• **Not Dream Stuff**—Industrial television offers ways to observe critical operations or look into places that otherwise might be inaccessible or dangerous. Electronic power heating (BW—Sep. 9 '44, p22) now is being used in many manufacturing processes, and a broad field for high-frequency heating is predicted in the furniture industry, particularly in the manufacture of curved laminated wood sections.

Supersonic sound waves will be used to detect flaws in metal. Ultraspeed radiographs may find a postwar use in analyzing rapidly moving parts of machinery where distortion is suspected.

GAS TURBINES FOR PLANES

Predictions that giant transport airplanes of the postwar future would be powered by gas turbines (BW—Jul. 3 '43, p59) took on a new note of authority this week when G. W. Vaughan, president of the Wright Aeronautical Corp., revealed that his company will produce aviation turbines as well as conventional type engines after the war.

The proposed Wright gas turbine will be of high power, possibly "as much as 10,000 hp.," to drive one or more propellers, as contrasted with the turbine units of basically similar principle used in propellerless jet propulsion planes (BW—Jan. 15 '44, p19).

He predicted that such a power plant, which "would mean more energy than in all four engines of the mightiest bomber now in use, may mean a saving of as much as 8,000 lb. over present types of engines, permitting approximately 40 additional passengers on each flight or four extra tons of cargo."

NEW PRODUCTS

Chain Bow Saw

One man fortified with a "Precision" Power Chain Bow Saw, new development of Precision Parts, Ltd., 2025 Aylmer St., Montreal, Canada, is said to handle "felling and cross-cutting both hard and soft wood" singlehanded. Equipped with a 34-hp., 2-cycle, air-

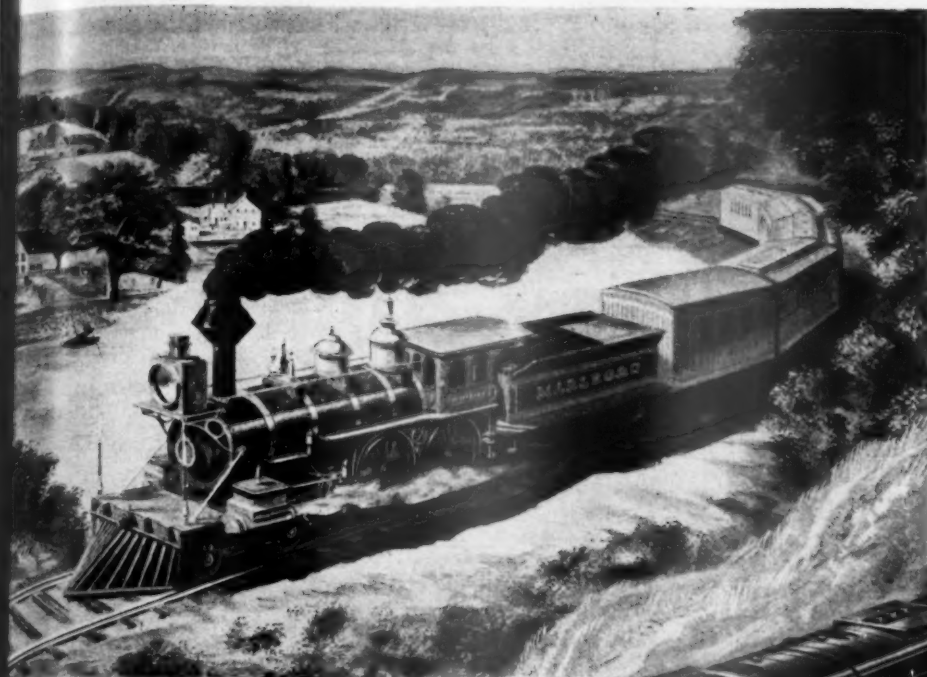


cooled, gasoline engine with a single cylinder, the light 38-lb. tool (above) pulls its toothed chain at a cutting speed of 1,300 r.p.m.

Designed to operate on timber up to 15-in. diameter, it "will not bind in cutting small wood" or large. The manufacturer has also just developed two other models (not illustrated): (1) a one-man, 33-lb. mortising chain saw with a capacity of 16 in., which can be used also for branching, felling, and cross-cutting; (2) a two-man cross-cut and buck saw whose weight will vary between 38 lb. and 45 lb. depending upon the length of its guide bar. The latter tool promises to cut timber up to 32 in. diameter with a speed several times that of sawing by hand.

Safety Press Strap

Purpose of the new "Hydraulic Safety Strap," as outlined by its manufacturer, the Dayton Rogers Mfg. Co., 2835 12th Avenue S., Minneapolis 7, is to furnish protection against overload to "almost any punch press or power press where reciprocating power is used on tools, dies, and other jigs and fixtures for fabricating various metal and like parts. While this hydraulic mechanism was primarily designed to protect the machine frame and crankshaft in the event of overload, it is also very adaptable for protecting tools and



Back in the 60's, locomotives such as the Marlboro of the Boston & Maine Railroad puffed through the Berkshire Hills of Massachusetts, to give the New England of those days the latest in transportation.



Today, 3400-H.P. Diesel locomotives—newest and largest railroad motive power in use on any New England road—haul as many as 125 freight cars at former passenger-train speeds. They are introducing another new era in New England railroading. They have aided greatly in keeping New England warm with their loads of precious oil and coal.

HERALD OF TRANSPORTATION'S FUTURE

IN the spectacular job America's railroads are doing there is a design for finer future transportation.

It centers upon the performance of the General Motors locomotive.

Part of this performance lies in this locomotive's work. It is quick to get away—carries through its job with few or no stops for serv-

ice—gets there on clipped schedules.

In run after run these locomotives are hauling heavy freight faster than passengers were carried a few years back.

These achievements are elements in railroad progress. They are forerunners of a great new era of transportation efficiency in the days which lie ahead.

**KEEP
AMERICA STRONG
BUY
MORE WAR BONDS**



LOCOMOTIVES ELECTRO-MOTIVE DIVISION, La Grange, Ill.

ENGINES . . 150 to 2000 H.P. . . CLEVELAND DIESEL ENGINE DIVISION, Cleveland 11, Ohio

ENGINES . . 15 to 250 H.P. DETROIT DIESEL ENGINE DIVISION, Detroit 23, Mich.

From the **HYATT** family album



Up to the minute Hyatt engineering help is at your service for the solution of immediate or future bearing design problems.

Half a century ago, industrial designers first began to eliminate friction in their machines and equipment. Hyatt Bearings with spirally wound rollers became the accepted standard with resulting increased machine capacity, improved performance and lengthened service life.

Portrait of an early Hyatt family group appears at the top—many of these types are still in use—doing a superb job.

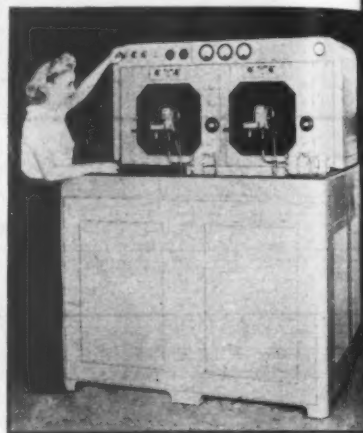
Several newer types of Hyatt Bearings match today's modern conception of *super-precision*—all are especially designed for the job to be done. Lower group illustrated includes Hy-Load Bearings, Super-charger Bearings, Aircraft Engine Bearings, Solid Roller Junior Bearings, Industrial Inch Bearings and Dual Purpose Spherangular Bearings. Further information on any type for your specific purpose gladly furnished. Hyatt Bearings Division, General Motors Corporation, Harrison, New Jersey.

HYATT ROLLER BEARINGS

dies which are used in the average press. The unit, which consists essentially of a self-contained hydraulic cylinder, ram, and hand pump for adjusting the height of the ram to a given job, comes in sizes to replace present connecting rods, pitmans, or straps on presses up to 450-ton capacity. Under overload conditions, safety relief valves crack the maximum working pressure of press, shortening the strap, and allowing the crank to go through its cycle without damage to the machine equipment. Resetting the valves to a tonnage desired is quick work.

High-Frequency Equipment

Two new products of The Ohio Crankshaft Co., Tocco Div., 3800 Harvard Ave., Cleveland 1, will be shown for the first time next week at the National Metal Congress in the same city.



(1) the Tocco Two-Station Electronic Heating Machine (above); (2) the Tocco Super-Silent Water-Cooled Motor-Generator Set (not illustrated).

Described as the "first tube-type unit to be designed with two independent work stations that can be operated at the same or widely different frequencies," the heating machine will function at a normal radio frequency of 450,000 cycles and a 20-kw. output capacity. Purpose of the two stations will be to provide increased versatility in the brazing, soldering, hardening, annealing, or heating of small parts. Since the machine will be a unit, including an inbuilt, forced-air-cooled mercury rectifier for a.c.-to-d.c. power conversion, it will need only to be hooked to a three-phase a.c. source and a water line.

Purpose of the motor-generator will be a.c.-to-d.c. conversion for induction heating machines operating within the range of 3,000 cycles to 9,600 in locations where heat and factory dust have previously rendered the heating method impractical. Because the device will be

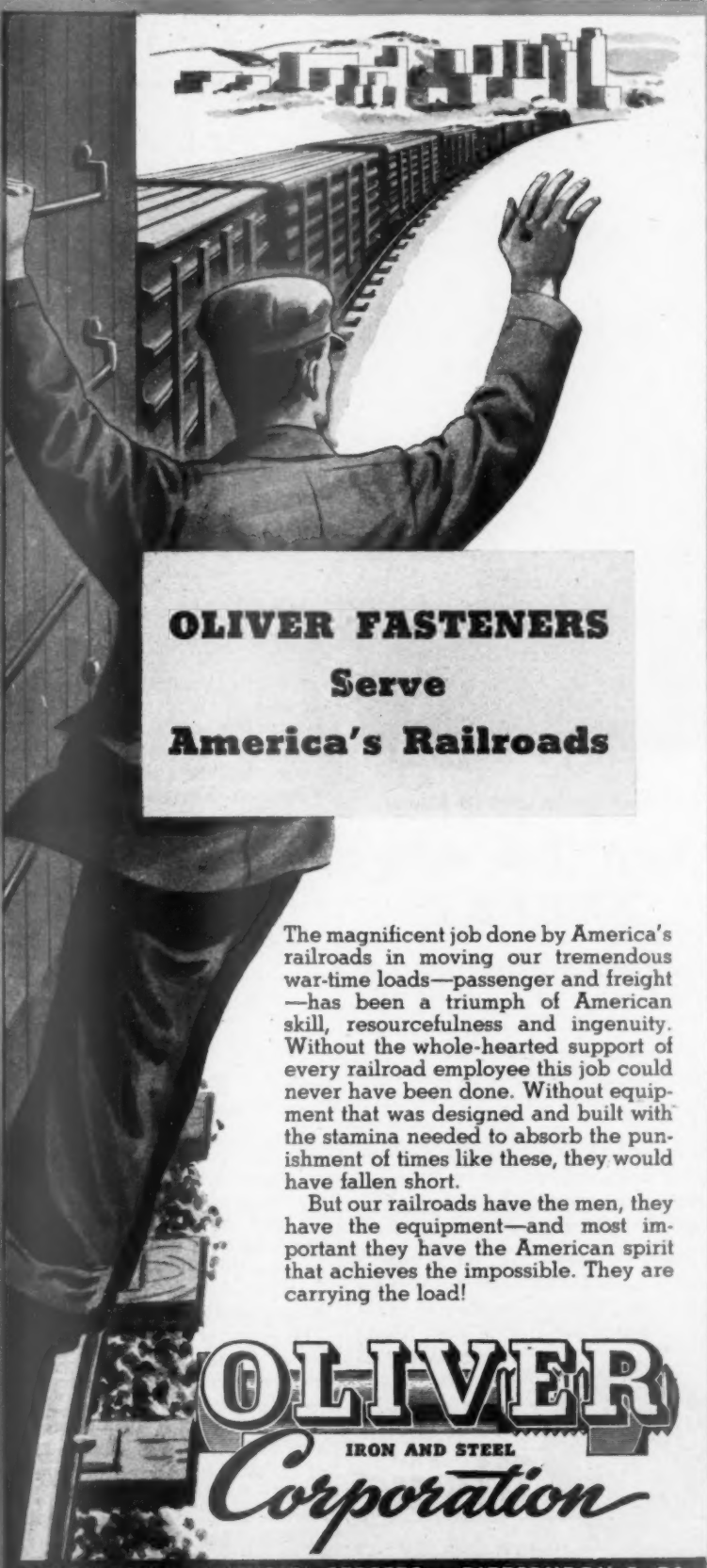
ally inclosed and cooled by water, it promises to function efficiently under the most adverse conditions. Capacities will be from 50 kw. up, the smallest unit to be 33 in. in outside diameter and 4 ft. long; the largest, 37½ in. by 4 ft. All sizes are forecast as "absolutely silent even at full operating power."

THINGS TO COME

If you should happen to see a symmetrical and fairly prominent bulge in the piping of a future hot-water heating system, don't jump to the conclusion that the water carrier will have swelled to the bursting point. The melon-like bulge will be a proposed motor-pump unit for speeding water and the heat it carries from furnace to radiators. Since the hollow rotating element of the motor will serve as both armature and centrifugal pump; permitting and urging the water to flow right through, the whole device will come as a single, compact, streamlined assembly—ready to be cut into a pipeline and hooked to the nearest power circuit.

Resistance of postwar cellulose-acetate fabrics to water and heat promises to achieve a new high by reason of a new step in manufacturing to be added to present production lines. The addition will be a new, hot "acidylation" treatment for either yarns or fabrics. Some of the welcome results will be seen in coat sleeve linings that will withstand the heat of pressing as well as the wool sleeves themselves without shrinking, and in acetate hosiery that will dry with accommodating promptness after laundering.

A pair of consumer indictments against soya flour and other soybean products—bitter, beany flavor and dark color—will collapse with the adoption of a new ethanol, or grain alcohol, process for extracting soybean oil. Unwanted tastes will be removed along with the oil, permitting increased proportions of soya flour to be added to wheat flour with all that means to improved nutrition. Bread stuffs and pastries baked therewith will have their customary flavor, plus increased proteins and mineral salts. Soy protein for paper coating and other purposes will be as light in color as casein from milk.



OLIVER FASTENERS

Serve

America's Railroads

The magnificent job done by America's railroads in moving our tremendous war-time loads—passenger and freight—has been a triumph of American skill, resourcefulness and ingenuity. Without the whole-hearted support of every railroad employee this job could never have been done. Without equipment that was designed and built with the stamina needed to absorb the punishment of times like these, they would have fallen short.

But our railroads have the men, they have the equipment—and most important they have the American spirit that achieves the impossible. They are carrying the load!

OLIVER
IRON AND STEEL
Corporation

SOUTH 10th and MURIEL STREETS • PITTSBURGH 3, PA.



"Homework"

When you want to know

GO TO AN EXPERT

IF YOUR PROBLEM is selecting the right paper for the job, who could advise you better than your printer?

Knowing paper quality is his business ...on it depends much of his own reputation for fine printing. That's why in this series of advertisements we have been urging you to take his word on Rising quality rather than our own. For years printing experts have chosen Rising Papers for every printing purpose.

Prices on a par with other quality papers. Among other lines: Rising Bond (25% rag), Rising Line Marque (25% rag), Finance Bond (50% rag), Rising Parchment (100% rag). The Rising Paper Company, Housatonic, Mass.



Rising

ASK YOUR PRINTER
— HE KNOWS PAPER

FINANCE (THE MARKETS—PAGE 122)

Paper for Postwar

Financing program will enable Kimberly-Clark to promote war-developed products coming from its big research division.

Stockholders of the Kimberly-Clark Corp. are expected to authorize next week an issue of \$10,500,000 par \$100 cumulative 4½% preferred stock.

The new preferred of the paper manufacturer will be offered for exchange to holders of the outstanding 6% preferred, and any not taken up will be sold through Lehman Bros., the Wisconsin Co., and Hallgarten & Co., the proceeds to be used in calling the unexchanged 6% at 110.

It is also expected that approximately 100,000 shares of no-par common will be offered to holders of outstanding common in the proportion of one share for each five held, and any of the new common on which rights are not exercised will be sold through the same houses, heading a nationwide syndicate.

• **Business Markets**—Kimberly-Clark is interesting as an industry far beyond the extent to which it is known to the public. The relative lack of public recognition probably stems from the fact that most of its products are sold to other businesses rather than to individual consumers, and also from its traditionally reticent publicity policies.

The firm was founded in 1872 with \$30,000 capital provided by four merchants and bankers of Neenah, Wis.—a Kimberly, a Clark, a Shattuck, and a Babcock. Babcock is the only one of these names not now on the board of directors. John R. Kimberly (grandson) and S. P. Shattuck (son) are vice-presidents actively operating major departments of the business.

• **Power for Paper**—The Fox River, emptying Lake Winnebago into Green Bay and this into Lake Michigan, drops its water about as far as the height of Niagara Falls, though less spectacularly. This source of power brought flour millers to Neenah before the Civil War, ever since has attracted paper makers.

In the paper making valley, Kimberly-Clark is regarded with a mixture of awe, admiration, and envy. When many of its neighbors were taking a terrific beating from the depression in the early thirties, K.-C. went along with only two years of small deficits after meeting fixed charges and preferred dividends.

While other, more tradition-bound companies in the industry were trying desperately to keep what business they had, K.-C. popped up with an occasional laboratory-developed new product that brought it extra profits.

• **Resourceful Management**—By a method of ranking, K.-C. is one of the top half-dozen American paper manufacturers. Footings of its statement total more than \$60,000,000. It has capacity to make 190,000 tons of white paper a year, and 73,000 tons of crepe wadding. In resourcefulness and ingenuity of management, however, it has earned a rank higher than the statistics disclose.

The company has done one of the outstanding jobs of product diversification. Long-term goal of the management was to put the business in bomb proof shape against both seasonal and cyclical fluctuations.

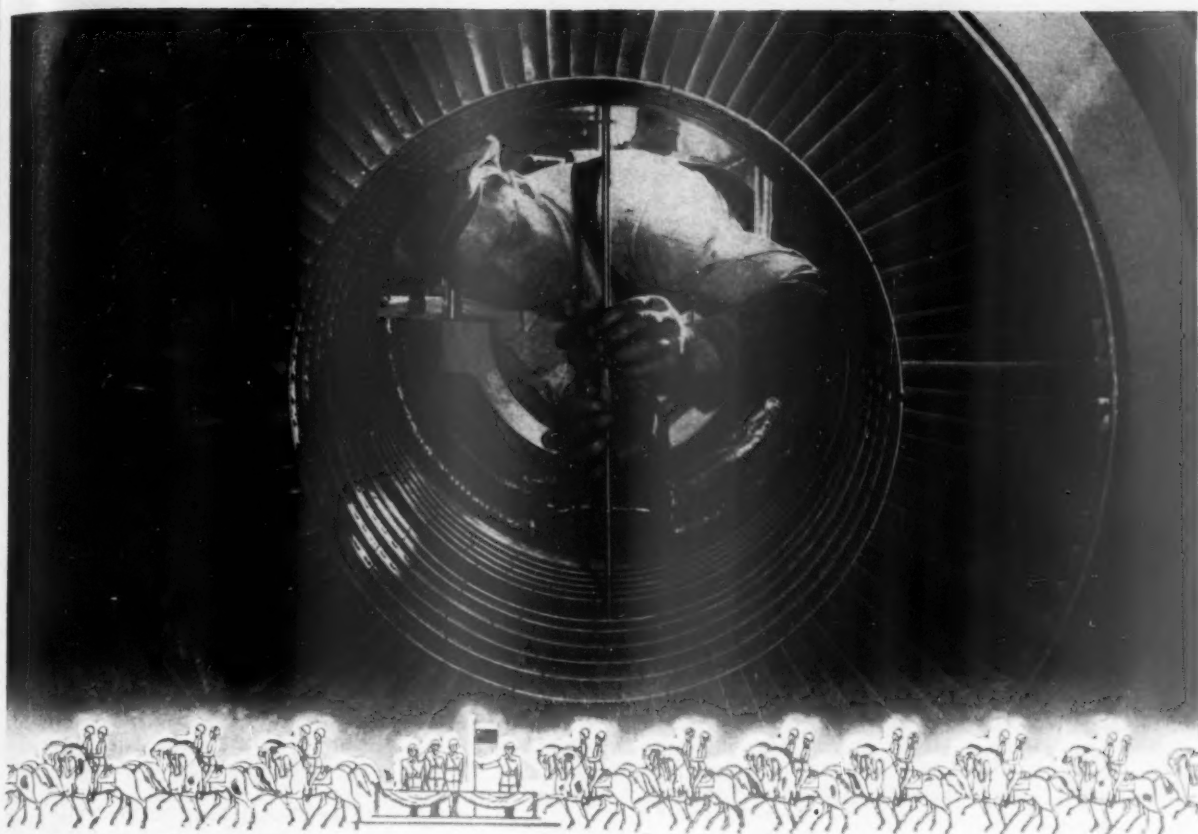
Integration from timberland to converted paper products is not unusual in the industry. K.-C. is intensely integrated, with timber and mills in Canada as well as in the United States.

• **Research Budget Large**—Tremendous tonnages of book and magazine paper are one major source of its business. Through laboratory research and engineering development, other lines of staple sort are now taking places of relatively greater importance than usual in the fine paper industry. K.-C. is generally believed to have the largest research and development staff (and budget) in the industry.

One solid underpinning of the company's stability is its exclusive long-term contract to supply to International Cellulose Products Co. all of that concern's paper products. I.C.P. owns the trademarks of Kleenex, Kotex, and Desei toilet paper—all of these originally developed in the Neenah laboratories. Some of K.-C.'s officers, directors, and principal stockholders are also high in I.C.P. management, but the two corporations are not affiliated.

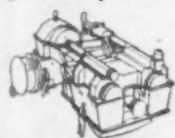
• **War Products for Peace**—More recently, Kimberly-Clark has branched out into specialized industrial application of its basic materials. War needs have accelerated development of new products which promise sizable volume when they can be offered for sale to civilians.

One such product is an impregnated creped wadding impervious to petroleum derivatives, organic solvents, and gases. From this are made such diverse war products as a delousing bag in which the soldier stuffs his clothes before breaking an enclosed ampule of



Getting 8500 horses in step

With colors flying, every horse steps in perfect time as the cavalry passes in review—a precise procession of regimented strength. From the days of Hannibal the parading cavalry has been an example of power gained by the disciplined marshalling of each unit.



When the 8500 power horses of a Hendy turbine get their review—on the final assembly test stand—they too come through with flying colors, every one in perfect step. And their perfection, like that of the parading cavalry, is the result of painstaking work... of machining to uncompromising standards of precision by skilled craftsmen... of expert design and careful over-all planning by trained

turbine engineers. Smooth, reliable operation of the whole power unit depends upon the balance, design, and precision of each intricate part.

Hendy steam turbines serving as main propulsion units for major cargo vessels are but one of the company's many precision products. There are pumps, electric motors, generators and Diesels all built to the same high standards. For mechanical, electrical or hydraulic equipment consult with your nearest Hendy office.

Shown above is an inspector "miking" the inside diameter of the low-pressure-cylinder stator rings of a Hendy 8500-hp cargo-ship turbine. To maintain the highest of standards, over 75,000 dimensional-control measurements are made during the building and assembling of these units.

DIVISIONS OF JOSHUA HENDY IRON WORKS

CROCKER-WHEELER DIVISION... Electric Motors & Generators

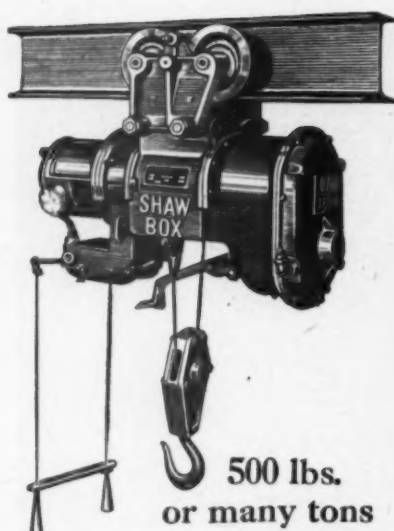
JOSHUA HENDY DIVISION... Steam Turbines, Diesels, Gears

ANY HENDY OFFICE IS READY TO SERVE YOU

JOSHUA HENDY IRON WORKS
ESTABLISHED 1854

SUNNYVALE, CALIFORNIA

Branch Offices: BOSTON • BUFFALO • CHICAGO • CINCINNATI • CLEVELAND • DETROIT • HOUSTON
LOS ANGELES • NEW YORK • PHILADELPHIA • PITTSBURGH • SAN FRANCISCO • ST. LOUIS • WASHINGTON



IN our 'Load-Lifter' family is an electric hoist exactly suited or adaptable to practically any lifting job within its capacity range. Each has a combination of features which are not found in any other hoist—features that lessen lifting troubles. Here are some of them:

- one-point lubrication
- roller bearings and ball bearing motor
- safety upper stop; lower blocks, sure brakes
- two-gear reduction drive; sealed against oil leaks; steel interchangeable suspension

'Load-Lifter' Electric Hoists are built with lifting capacities of 500 lbs. to 40,000 lbs. in all combinations required for industrial necessities. Adaptable to almost every working condition within their capacities. Send for Catalog No. 215.



'LOAD LIFTER' Hoists

MANNING, MAXWELL & MOORE, INC.
MUSKEGON, MICHIGAN

Builders of 'Shaw-Box' Cranes, 'Budgit' and 'Load Lifter' Hoists and other lifting specialties. Makers of Ashcroft Gauges, Hancock Valves, Consolidated Safety and Relief Valves and 'American' Industrial Instruments.

methyl bromide, a collapsible gasoline bag which holds 7 gal. (50 lb.) and has substantial advantages over sheet metal under many combat conditions. The same material is also used in multi-wall bags, target balloons, and expendable raincoats and tarpaulins.

• **Paper Plastics Uses**—Impregnated plastic papers are also made for many war jobs. These include smooth surfaces for folding parachutes, nonslip flooring, airplane parts, packing cases, and luggage.

Laminating and molding plastic papers are another natural. These are used in airplane decks and doors, molded structural shapes and tubes, megaphones, trays, and ammunition boxes.

• **Keeps Out Heat and Cold**—Creped wadding in various forms is going into all manner of fancy packing for delicate war equipment, ranging from liquid medical supplies to airplane instruments. Otherwise treated, wadding is going into Quonset huts for thermal insulation.

Entirely unworried by this heavy proportion of government business, K.-C. executives foresee no difficulty in selling equivalent tonnages of identical or similar products when they can serve other customers. In their judgment, the demand exists and will continue until they are able to fill it.

• **New Mill Going Up**—Purpose of the new money to be brought in by the sale of common stock is postwar expansion and development of the business. The management is close-mouthed about the specific directions in which it is driving. But there is under construction at Kapuskasing, Ont., alongside the newsprint mill of the Spruce Falls Power & Paper Co. which is owned 51% by K.-C. and 49% by the New York Times, a new creped wadding

mill which is obviously a part of its expansion program.

• **Great Expectations**—A fair guess in the industry is that Kimberly-Clark is getting ready to spread out into more extensive manufacture and promotion of some of its war-developed specialty products, to make postwar jobs for its returning veterans. Stated expectation of the top management by the time its plans take physical shape is a volume of sales of normal products and of employment substantially larger than even now, when its business includes gun mounts and similar products which will be cut off the moment peace comes.

Little Bank Sues

But entire profession is watching because it's a fight between Giannini interests and the Federal Reserve Board.

Bankers and officials of holding companies all over the United States this week watched the courtroom of U.S. District Judge Michael J. Roche in San Francisco where a suit believed unprecedented in banking circles got under way.

• **Conditional Membership**—The question was whether the Federal Reserve Bank of San Francisco had a right to impose certain restrictions on a bank qualifying for membership.

In 1943 the Peoples Bank, capitalized at \$100,000, was formed at Lakewood Village, near the Long Beach (Calif.) plant of the Douglas Aircraft Co. When the bank, a state institution, applied for membership in the Federal Reserve Bank, this condition was imposed—if at any time Transamerica

PLANE SALES SOAR

Capt. Eddie Rickenbacker, president of Eastern Air Lines, signs the first part of a \$25,000,000 contract for post-war supertransport planes. The salesman is G. W. Vaughan, president of Curtiss-Wright Corp., who will split this order with Douglas Aircraft which recently booked a record-breaking sale involving three other lines (BW—Sep. 16 '44, p. 20). Eastern's purchase consists of two-engine CW-20 Curtiss Commando ships and four-engine Douglas DC-4's. Also swelling the Douglas backlog is Pennsylvania-Central's recent order for \$10,000,000 of DC-4's and Pan-American's



plans this week to buy some \$36,000,000 of DC-7's—in addition to about eight Lockheed Constellations.

ONE COST FACTOR YOU CAN REDUCE

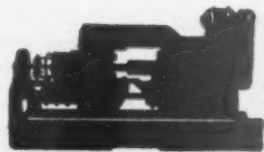
In a field of selling prices, standardized by competition, orders go to the manufacturer who can produce acceptable quality at lower cost.

Material costs and labor costs tend to be equal for all manufacturers. The ONE controllable factor, in the individual plant, is TIME.

This is where Acme-Gridley Automatics—4, 6 and 8 spindle—both Bar and Chucking—make their great contributions. They produce more, in less time, with constantly increasing standards of quality and precision.

The future is bright for the manufacturer whose costs tend downward, with the help of Acme-Gridleys. Without them, higher costs are bound to absorb an increasingly large percentage of profits.

These lower machine costs strengthen your position in two ways—in meeting competition and in protecting your profits.

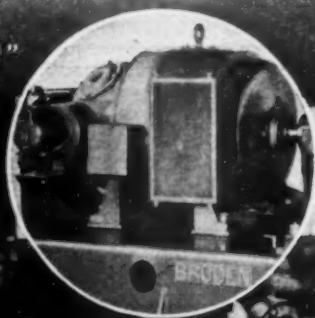


ACME-GRIDLEY AUTOMATICS
maintain accuracy at the
highest spindle speeds
and fastest feeds modern
cutting tools can withstand.

The NATIONAL ACME *Company*
CLEVELAND • OHIO



"MOTOR-DRIVE IS
MORE THAN POWER"



In this automatic reeling operation in a steel mill, Reliance Motor-drive, directly applied under full control of an automatic tension regulator, maintains desired tensions under all conditions.

IS *Tension* ONE OF YOUR WORRIES?

Reliance Motor-Drive may be the Answer

• The problem of maintaining an even tension, so essential in the processing of steel, cloth and paper in coil form is successfully met with Reliance Motor-drive. Tension is held constant over a wide range of operating speeds regardless of varying thickness or width of material and constantly changing diameter of rolls.

Scrap is reduced to a minimum, operator fatigue is greatly lessened so that a high production rate can be maintained all day long. Quality and uniformity of the finished product are improved.

If you would like to talk with a Reliance man about the possible application of this motor-drive idea to *your* work, just write or phone the Reliance office near you.

RELIANCE ELECTRIC & ENGINEERING CO.

1069 Ivanhoe Road • Cleveland, Ohio

Birmingham • Boston • Buffalo • Chicago • Cincinnati • Detroit • Greenville (S. C.)
Houston • Los Angeles • Minneapolis • New York • Philadelphia • Pittsburgh
Portland (Ore.) • St. Louis • Salt Lake City • San Francisco • Syracuse • Washington, D. C.
and other principal cities.

RELIANCE

MOTORS

Corp. or Bank of America ever acquired a 10% of the Peoples Bank stock the Federal Reserve would terminate its membership.

• **Seeks Judgment**—Last Apr. 4, the bank notified the Federal Reserve Board that Transamerica Corp. had acquired 10% of its 5,000 shares. On Apr. 6, the Peoples Bank filed suit seeking a declaratory judgment against the Federal Reserve Board.

The trial opened with a brief eulogy for the late Wendell Willkie who helped prepare the case for the Peoples Bank and who had been scheduled to appear in person.

Government attorneys argued that Federal Reserve membership is not a right but a privilege. They said the board can make any conditions it chooses to membership, also arguing that the bank's action was premature because the Federal Reserve's twelfth district office in San Francisco had taken no action to impeach its membership. Government attorneys also questioned Judge Roche's jurisdiction, claiming the government had not consented to be sued.

• **No Control of Stock**—Counsel for the Peoples Bank countered that it has no control over the investments of its stockholders in its own stock and cannot be singled out for discriminatory penal treatment while other banks, some of whose stock is similarly held, are permitted to participate as members without qualifications.

While Judge Roche is expected to take the case under advisement, West Coast banking circles are wondering what is behind what is believed Washington's latest opposition to further expansion by the A. P. Giannini interests. Giannini heads the board of directors of the Bank of America and of Transamerica Corp., which recently ran afoul of another government agency, the Securities & Exchange Commission, because of its purchase and liquidation of the Axton-Fisher Tobacco Co. (BW-Sep. 30 '44, p. 78).

• **Long Conflict**—The court case brings out in the open a conflict lasting more than five years and particularly reveals the Federal Reserve Board's opposition to the Giannini interests' acquiring any more banks in California.

Bankers think one of the reasons for Washington's opposition is that Secretary of the Treasury Henry Morgenthau, Jr., believes Giannini's enterprises are already big enough.

• **Third Largest**—The Bank of America has become the nation's fastest growing big bank and as far back as June 30, 1943, it became the third largest U. S. banking institution by wresting away that title from the Guaranty Trust Co. of New York.

Goal: 14 Billions

Sixth War Loan drive to place emphasis on subscriptions of individuals, although quota is less than last summer's.

In the Sixth War Loan drive—Nov. 20 to Dec. 16—individuals and other nonbank investors will be called upon to buy at least \$14,000,000,000 of war bonds.

Sights Are Lowered—This quota is \$2,000,000,000 less than the \$16,000,000,000 target the Treasury set for the June-July campaign when total subscriptions reached the record-breaking figure of \$20,600,000,000.

The goal for subscriptions from individuals has been lowered to \$5,000,000,000 from the \$6,000,000,000 quota of last summer which was oversubscribed by \$400,000,000.

War Costs Mount—Even though the bond quotas are lower, the government's new-money needs continue urgent. Direct costs of the conflict thus far in 1944 have exceeded \$69,000,000,000, Secretary of the Treasury Henry Morgenthau, Jr., reports, and he has already warned that the challenge of the coming campaign "must be confronted just as resolutely as in the past."

Once again emphasis of the whole campaign will be placed upon the great importance of the bond purchases made by individuals. To help them successfully meet their quota the Treasury has announced that it will credit to their drive all subscriptions for savings bonds and notes processed by the Federal Reserve Banks in both November and December.

What Is Offered—All the securities selected by the Treasury for offering have been well tested in earlier campaigns. As usual, there will be the familiar series E, F, and G issues of savings bonds and the series C savings notes.

The 1½% notes due in 1947, which made their debut in the Fifth Loan with sales of almost \$2,000,000,000, will be included in the new offering.

Others will be the customary long-term 2½% bonds due in 1971 and callable in 1966; the medium-term 2s due in 1954 and first callable in 1952; and the one-year ½% certificates of indebtedness.

Banks Excluded—Despite earlier predictions in Wall Street's government bond market (BW—Sep. 30'44, p. 76), the commercial banks will again be excluded from direct participation in the coming drive. Also, they will not be permitted to own any of the 2½% issue for a ten-

BUY MORE WAR BONDS NOW

There's Plenty of "Plus Values" in Gaylord Boxes

Your products travel safer, reach the consumer in better condition, attract more favorable attention on dealers' shelves—because of the many plus values built into every Gaylord container.

Gaylord Boxes are designed by the country's top-ranking box specialists, to meet your individual requirements, to provide the finest measure of protection, and, at the same time, to increase the sales and merchandising value of your product.

Out of Gaylord's wartime packaging research will come even finer Gaylord containers for tomorrow—stronger, longer lasting materials, more brilliant printing processes—in short, more plus values than ever before.



GAYLORD CONTAINER CORPORATION

General Offices: SAINT LOUIS

CORRUGATED AND SOLID FIBRE BOXES . . . FOLDING CARTONS . . . KRAFT GROCERY BAGS and SACKS . . . KRAFT PAPER AND SPECIALTIES

New York • Chicago • San Francisco • Atlanta • New Orleans • Jersey City • Seattle • Indianapolis • Houston • Los Angeles • Oakland • Minneapolis • Dallas • Jacksonville • Columbus • Fort Worth • Tampa • Detroit • Cincinnati • Des Moines • Oklahoma City • Greenville • Portland • St. Louis • San Antonio • Memphis • Kansas City • Milwaukee • Chattanooga • Bogalusa • Weslaco • New Haven • Appleton



IN PLANNING industrial alterations or your reconversion program, it will pay you to *check* on the way compressed air can do 1001 jobs better . . . to start giant Diesels . . . to operate riveters, grinders, spray guns, clamps, hammers and to perform countless other operations such as *inflating, braking, lifting, agitating, controlling, filling and driving*. Advanced, improved design—both inside and out—gives Quincy Compressors their greater over-all efficiency and compactness. Complete range of sizes from 1 to 80 cu. ft. displacement. Air and water cooled models. Quincy has made air compressors *exclusively* for nearly a quarter-century. This accumulated experience provides good reason to call in a QUINCY SPECIALIST while your plans are in the early stages and prepare for the day when Quincy Compressors are again available.

New AIR COMPRESSOR SELECTOR



Accurately selects correct size and type compressor in one minute! Works like a slide rule. One simple setting gives: free air delivery, r.p.m. piston displacement and h.p. required. Sent FREE on request. Address Dept. W-16.

Quincy
COMPRESSORS
QUINCY COMPRESSOR CO., QUINCY, ILL.
Branch Offices: NEW YORK • CHICAGO
SAN FRANCISCO • ST. LOUIS

year period nor any 2s until the drive is over.

They can invest a certain part of their time deposits in such issues and have been given the right to exchange any holdings of the 4% Treasury bonds of 1944-54 called for redemption on Dec. 15 for either the new 2s or the 1½ notes.

• **Rush Doesn't Last Long**—Cashing of savings bonds was heavy during the first day under the Treasury's new plan which permits their immediate redemption at commercial and savings banks throughout the country (BW—Sep. 9'44, p64). But the rush soon stopped.

New Issues Slump

But the lull in corporate financing is only temporary as proposed new offerings indicate a busy period for Wall Street.

Volume of new corporate issues offered publicly in the first two weeks of October dropped considerably below the high level of September, busiest month for Wall Street underwriting houses in four years (BW—Sep. 23'44, p66).

• **It Was Welcome**—For several houses, the Street believes that this breathing spell was more than welcome since the September flood of business had kept a good part of their staffs working day and night just to keep essential records up to the minute.

The October lull gave members of some syndicates a chance to rid their shelves of the remnants of a number of "sticky" offerings through more intensive sales efforts.

• **Sales Job**—Considerable progress is said to have been made in moving unsold balances of the \$100,000,000 of Great Northern Ry. bonds that were originally publicly offered in early September. This is the largest piece of railroad financing since the Interstate Commerce Commission last spring (BW—May 20'44, p68) ordered competitive bidding on virtually all new rail issues.

Competition for the Great Northern bonds was won by the Chicago banking house of Halsey, Stuart & Co., the aggressive exponent of the competitive bidding method, with a bid netting the road about \$100,613,000 compared with a next-best price of around \$99,244,000 bid by a syndicate headed by Morgan, Stanley & Co., the equally fervent supporter of privately negotiated sales.

The Great Northern bonds have gained some bank-buying support, and for the first time over-the-counter bids for the 3½% issue due in 1960 about

equal the original offering price of 101.52% of par.

• **More Activity Expected**—Wall Street is glad to see the recent dwindling of this and other congested spots in the new issues market since from now until the start of the Sixth War Loan drive (page 77) it expects a return of activity to levels at least as high as last month's.

Either already registered for offering or expected to be offered publicly within the next four weeks are such spectacular-size financing operations as \$150,000,000 Commonwealth Edison Co. 3% bonds, a \$130,000,000 Philadelphia Electric Co. 2½% issue, \$115,000,000 Pacific Gas & Electric Co. bonds, \$100,000,000 American Tobacco Co. debentures, and a \$48,000,000 Central New York Power Co. 3% issue.

Smaller issues expected include \$25,000,000 Koppers Co. 3% bonds, \$16,981,000 Potomac Edison 3½s, a new \$13,500,000 California-Oregon Power Co. offering, and \$7,000,000 Twin City Rapid Transit 4% collateral trust obligations.

• **Rail Issue Considered**—The Wabash R. R. is seriously considering refunding of the \$47,000,000 first mortgage 4½% bonds issued in its reorganization only two years ago.

CREDITS FOR PATIENTS

A new statewide program for financing medical and dental bills, evolved after a three-year study by the Consumer Credit Commission of the Massachusetts Bankers Assn. and the state's medical and dental societies, has just been launched by the association's member banks.

Under this "Blue Triangle" plan any citizen of Massachusetts can make application for one of the new health-loans through any participating doctor or dentist.

A brief form must be filled out by the applicant desiring to pay his bill in instalments. After the services have been performed, provided the application has been approved by the doctor's or dentist's bank, the patient signs a special note form covering the treatment costs.

This note is then indorsed with full recourse by the doctor or dentist and turned over to the participating bank. The bill is paid by the bank, subject to a 10% reserve which is temporarily held until the note has been paid.

Payment of the loan is made to the bank by the patient in six to twelve monthly instalments, the size of which is governed by his income. Charges for the service are amortized.

Actively interested are 14 clearing house groups and the American Bankers' Assn.'s consumer credit and advertising departments.

THESE EYES

**must watch
a parade of
millions**

Westinghouse

PLANTS IN 25 CITIES

OFFICES EVERYWHERE



MAZDA LAMPS FOR SEE-ABILITY

★ Cool, soft, eye-easy light from Westinghouse Mazda Fluorescent lamps enables these four inspectors to scan millions of gleaming white pieces of gum in a day. And with See-ability to aid their search for blemishes or defects, not one in a hundred thousand pieces gets by! See-ability helps workers do a better job—faster, more efficiently. Under See-ability conditions, mistakes are fewer, accidents reduced, materials saved, inspection speeded. And See-ability is welcomed by employees, too. For it lessens eye-strain and fatigue, promotes health and well-being. Whether you are modernizing existing installations or planning new ones, be sure to take advantage of See-ability with bright, long-lasting Westinghouse Mazda Lamps. For practical help in your light-planning, consult your local Power Company or Westinghouse Distributor. Westinghouse Electric & Manufacturing Company, Bloomfield, N. J.

WESTINGHOUSE PRESENTS JOHN CHARLES THOMAS • SUNDAY 2:30 EWT., N.B.C.
TED MALONE • MONDAY, WEDNESDAY, FRIDAY, 10:15 EWT., BLUE NETWORK

FACT OR FICTION?



RAILROAD DETECTIVES

Stealing of freight cars by other railroads makes heavy work for Northern Pacific's car tracers. Fact or fiction?

A. Fiction. All U. S. railroads freely exchange freight cars... thus, other lines make extensive use of N. P. equipment. However, tracers keep close tab on all 39,000 N. P. cars.



Q. Mysterious X sometimes found on N. P. rails is secret sign of well known gang of saboteurs. Fact or fiction?

A. Fiction. Patrol car with electronic detector instantly puts the finger on any hidden flaw in track, marks the spot with paint to guide repair crew.



Q. "Platform snooper" frequently seen poking around train trucks is hunting stowaways. Fact or fiction?

A. Fiction. He is checking journal boxes to see whether wheel bearings need oil, packing or new "brasses". All N. P. trains are inspected, to forestall hot-boxes.



Q. A common variety of plant makes smart thieves wary of Northern Pacific freight cars. Fact or fiction?

A. Fact. *Plant*, in crooks' lingo, means an undercover police guard. Scores of railroad policemen protect the millions of dollars worth of goods moved yearly via Northern Pacific.



Q. N. P. "freight detectives" have uncanny ability to predict movement of products of Northwest states. Fact or fiction?

A. Fact. They're the friendly, competent Northern Pacific traffic agents... confidants and counselors to a host of shippers along the Main Street of the Northwest.



NORTHERN PACIFIC
Main Street of the Northwest

WAR BUSINESS CHECKLIST

A digest of new federal regulations affecting priorities, price control, and transportation.

Information

Two reports, "The Market for Houses When Materials and Manpower Are Available," and "The Immediate Market for Appliances," have been issued by WPB. A limited number may be obtained from WPB's Division of Information.

Contract Settlement

Speeding removal of government-owned equipment from private plants whose war contracts have been terminated (BW-Oct. 7'44,p5), the Office of Contract Settlement has issued Regulation 4, giving the contractor his choice of buying the equipment or having it removed from his plant within 60 days, except when it is needed for other war purposes.

Increased Civilian Supply

By revoking Preference Order M-2-b, WPB has removed all controls on magnesium for civilian products. Order M-2-c, just issued, removes use restrictions from other WPB orders, though the quantity, type, and size of articles made wholly or partly from magnesium are still controlled. **Aluminum**—Approval by WPB or by Aircraft Resources Control Office is no longer necessary for placing rated or unrated orders for aluminum products. Orders are subject to priorities regulations, however, particularly PR 1.

Plastics—Plastics manufacturers no longer need file WPB-Form 2945 for cellulose acetate butyrate, urea, and melamine molding powder for civilian orders. Suppliers may request WPB permission to ship lump sums for this purpose without restrictions, the amount to be based on manufacturers' purchase orders, carrying certification as to end-use. (Order M-300, as amended.)

Cork—Use in table mats, toys, games, and several other novelty items is now unrestricted, as a result of the revocation of Direction 1, WPB Order M-2-a.

Commercial Cooking and Food Warming Equipment—Distribution controls are removed, production controls relaxed, by amendment to WPB Order L-182.

Dental Units and Chairs—WPB has revoked Order L-249, which restricted shipments for civilian use to 88% of manufacturers' average annual shipments in 1935, 1939, 1940.

Decreased Civilian Supply

War Food Administration has ordered manufacturers who produce more than 10,000 boxes (in units of 24 items) of the five-cent candy bars, rolls, and packages to

set aside 50% for the military. Molded chocolate bars are excepted. (WFO 115.)

Domestic Ice Refrigerators—Quotas for manufacturers for the fourth quarter have been set by WPB at 116,800 units, as compared with the 128,175 units authorized in the third quarter.

Relaxed Restrictions

WPB has revoked five tool orders and two limitation order schedules. Revoked orders cover gages and precision measuring hand tools (E-5-a); metal cutting handsaw blades and backsaw blades (E-7); precision measuring instruments and testing machines (E-9); foundry equipment and electric metal melting furnaces (E-11); and heat-treating equipment (M-211). Deliveries remain under Priorities Regulation 1. Revoked schedules are 5 and 6, Order L-216, controlling manufacture of files and vises.

Used Machine Tools—The provision that sellers must file inventory and sales reports with OPA has been suspended from Oct. 1 to Dec. 31, 1944. Price controls remain unchanged. (Amendment 6, Regulation 1; Amendment 125, Reg. 136; Amendment 4, Reg. 375; Amendment 6, Reg. 465.)

Power Trucks—Under amended WPB Order L-112-a, eleven manufacturers may make a limited number of additional models.

Cryolite—All restrictions on its use as a solvent in making aluminum have been removed through revocation of WPB Preference Order M-198.

Structural Steel and Concrete—WPB has revoked emergency specifications controlling design of structural steel for buildings (Directive 8) and reinforced building concrete (Directive 9).

Veterans' Housing—WPB and National Housing Agency have established procedures for authorizing immediate priorities assistance to discharged veterans for building or remodeling their homes when other suitable living quarters are not available. Application on Form WPB-2896 should be filed with the nearest office of Federal Housing Administration.

Chemicals—To facilitate handling in the reconversion period, WPB has provided that distribution controls over war-essential chemicals may be continued without supervision of production of specific civilian items. (M-300, as amended.)

Lithium Compounds—These are removed from allocation through revocation of WPB Order M-191.

Electrical Conduit, Metallic Tubing, and Raceways—By amending Order L-225, WPB has removed restrictions on installations. The amount of metal by weight that may be used is still limited.

Beverage Cane Spirits—Order M-374, regulating importation of alcoholic beverages produced from cane spirits and production in the U.S. and its possessions, has been revoked. Domestic rum stays under controls of M-54.

Bob Pins and Hairpins—While Order L-104 controlling production has been revoked, WPB warns that output will still be subject to the same steel allocations under CMP—50% of the 1941 rate.

Corn—The set-aside requirements for elevators and others that were inaugurated last



*Hot or Cold
Wet or Dry*



MI-CO
METERS GIVE
DEPENDABLE
SERVICE
UNDER ALL
CONDITIONS

Their dependability comes from correct design, unusually rugged construction, and fewer moving parts to get out of order. In scores of installations, MI-CO Meters are giving dependable year in, year out service in all kinds of weather and under the severest operating conditions. And the cost of maintenance is so low it's negligible. If you plan to install parking meters, it will certainly be to your advantage to investigate MI-CO Meters. Fully illustrated literature and case histories of installations in large and small cities will be sent on request. As soon as manufacturing restrictions are lifted, MI-CO Parking Meters will again be available.

★ Manufactured under the
patents of F. L. Michaels
by The Michaels Art Bronze Co., Inc.

MI-CO METER CORPORATION, 231 Court St., COVINGTON, KY.



Allen Wales Adding Machine Corp.
Ithaca, N. Y.
Day & Zimmerman, Inc.
Burlington, Iowa
Farah Mfg. Co.
El Paso, Tex.
General Motors Corp.
Rahway, N. J.
La Crosse Trailer & Equipment Co.
La Crosse, Wis.
Minneapolis-Honeywell Regulator Co.
Chicago, Ill.
Nolde & Horst Co.
Reading, Pa.
Northwestern Leather Co. Trust, North-
western Leather Co., Soo Tannery
Sault Sainte Marie, Mich.
The Pharis Tire & Rubber Co.
Newark, Ohio
Photo Utilities, Inc.
New York, N. Y.
Odenbach Shipbuilding Corp.
Rochester, N. Y.
Scullin Steel Co.
St. Louis, Mo.
Sta-Rite Ginnie Lou, Inc.
Shelbyville, Ill.
Truck Engineering Corp.
Cleveland, Ohio
Vita Var Corp.
Newark, N. J.
Westinghouse Air Brake Co., The Union
Switch & Signal Co.
Swissvale, Pa.
Ypsilanti Reed Furniture Co.
Ionia, Mich.

(Names of winners of the Army-Navy
and Maritime Commission awards for ex-
cellence in production announced prior to
this new list will be found in previous
issues of Business Week.)

spring (BW—Apr. 1 '44, p68) have been terminated by action of the War Food Administration.

• **Fats and Oils**—WFA has broken down WFO 42 so that the order now controls the use of fats and oils only in edible products; Orders 42a and 42b will control their use in protective coatings, coated fabrics, floor coverings, and in soap. Users under the last two orders are allowed 10,000 lb. per quarter more than their previous quotas. Two pounds of oil per gal. may be used in certain paints instead of the one pound formerly allowed.

Tightened Restrictions

OPA has added to the list of items covered by the regulations controlling automotive parts the following: automotive battery cable and wiring harness, top material, fender wpl and hidem welt, traction sanders, jacks, and cranks. Labor rate provisions have been changed to permit emergency service charges on sales to other manufacturers as well as on sales under war

contracts. (Amendment 6, Reg. 452; Amendment 5, Reg. 453.)

• **Adipic Acid**—Under Schedule 55 of Order M-300, the entire output of this chemical, used in nylon, plasticizers, insulating resins, and sealing compounds, with very few exceptions, is allocated for military use.

Surplus Property

Surplus War Property Administration has issued minimum prices for government sales of various grades of aluminum scrap in this country. Scrap that cannot be sold at these prices must be held for further instruction, and turned over to Metals Reserve Co. for storage. Lots of 10,000 lb. or less, borings and turnings, and scrap in terminated contracts where the claim against the government is less than \$10,000 will continue to be priced under previously established regulations.

• **Transport Aircraft**—Under a new procedure, all surplus transport aircraft or tactical aircraft that can be converted to transport purposes, in excess of 5,000 lb. gross weight, are to be allocated by SWPA acting with the Interdepartmental Working Committee. Foreign applicants and foreign flag lines should apply to Wm. H. Brinckerhoff, Chief of Air Transport Div., Foreign Economic Administration, Temporary "U" Building, Washington 25, D. C. All others should apply to James A. Garfield, Chief of Surplus War Aircraft Div., Defense Plant Corp., Washington 25.

Price Control Changes

Ceiling prices for secondhand paperboard shipping containers have been announced by OPA to stimulate greater return in the face of the paperboard shortage. New dollar-and-cents ceilings per 1,000 sq. ft. of paperboard and per 100 containers are offered as alternates for the present ceilings, priced per cwt. (Revised Regulation 529.)

• **Steel Castings**—OPA Amendment 13, Revised Price Schedule 41, raises ceiling prices of power shovel and locomotive crane castings (except shoes and treads) 6% above existing ceilings, and raises prices of railway dump car and tank car castings 17%.

• **Machine Tools**—The previous price-control exemption allowed on blanket leases of machines and parts by Defense Plant Corp. has been extended to similar leases of new and used machine tools. (Amendment 2, Regulation 67; Amendment 7, Reg. 1.)

• **Lumber**—Because most yard sales of low-grade softwood are no longer classed as wholesale sales, they are not confined to a \$5 markup and 10% premium over mill price per 1000 b.ft. (Amendment 8, Second Revised Reg. 215.)

Most hickory and ash specialty logs produced in eastern U. S. have been given increased ceiling prices by OPA Amendment 2, Reg. 534.

• **Fresh Cranberries for Home Consumption**—For the first time, OPA has set up maximum prices, based on a season average return to the grower of \$24.23 per 100-lb. barrel. (Amendment 59, Regulation 426.)

• **Cinchona Alkaloids and Salts**—Maximum prices on sales by Defense Supplies Corp.

to other government agencies and to industrial users supplying the agencies have been raised 80%. (Amendment 177, Revised Supplementary Regulation 14 to Gen. Max.)

Ration Control Changes

Restaurants, bakers, and other industrial and institutional users of rationed foods may apply to OPA to borrow points to avoid hardship in paying point debts when point values have been reduced. (Amendment 81, General Ration Order 5; Amendment 24, Revised Ration Order 16.)

SPOT AUTHORIZATIONS

Companies authorized to produce civilian goods under WPB's spot authorization program (BW—Sep. 23 '44, p18) for which details have been announced by Washington are:

Hayward Non-Ferrous Foundry, Hayward, Calif.—2,000 aluminum utensils in third quarter, 6,000 in each subsequent quarter.

San Francisco Die Casting Co., San Francisco, Calif.—14,000 aluminum cooking utensils in third quarter, 1944.

Tray Service Co., Dallas, Tex.—3,000 food trays in third quarter, 5,000 in each subsequent quarter.

J. C. Williams Aluminum Casting Co., Dallas, Tex.—2,500 meat tenderizers, 5,000 lard ladles.

Farber & Shlevin, Brooklyn, N. Y.—35,000 household trays in fourth quarter.

Leyse Aluminum Co., Kewaunee, Wis.—115,000 dinner pails in fourth quarter, 262,000 in first quarter of 1945.

West Bend Aluminum Co., West Bend, Wis.—400,000 lb. aluminum ware in fourth quarter, 1,100,000 lb. in first quarter of 1945.

Kinney Aluminum Co., Santa Barbara, Calif.—30,000 household cooking utensils in fourth quarter, 50,000 in first quarter of 1945, 65,000 each in second and third quarters.

Rubon Woodfinishing & Products Co., Kansas City, Mo.—800 scrub mop handles in each of four quarters beginning with fourth quarter, 1944.

Zeroll Co., Toledo, Ohio—10,000 lb. of ice cream dippers per quarter in first two quarters of 1945.

Trilmont Products Co., Philadelphia—47,500 space heaters, using about 380 tons of steel. Norristown Magnesia & Asbestos Co. will aid.

Quaker Electric Co., Philadelphia—May assemble 300 vacuum cleaner parts using 3,800 lb. of aluminum castings.

S. Saxe & Co., Philadelphia—6,000 portable electric lamps.

Smith Devices, Philadelphia—Playground equipment and 1,000 tire tools, using nine tons of steel.

B. Wilmsen, Philadelphia—Tinsels, using 50,000 lb. of lead.

MARKETING

Megacycle Battle

CBS wins powerful ally in fight to push television into the upper spectrum. Fly's maneuver viewed as support.

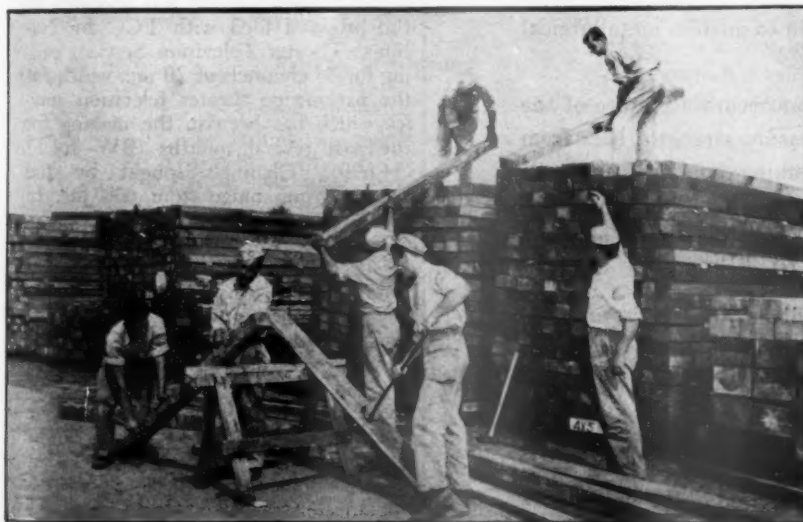
Ever since last spring when the Columbia Broadcasting System started its one-man feud with the rest of the television industry, it has been waging an uphill fight to prevent a resumption of television service on prewar standards in the postwar era (BW—May 6 '44, p90). This week, for the first time, it actually looked as though CBS might turn the trick.

• **Into the Attic?**—For one thing, demands of other radio services—frequency modulation, shortwave, various government and commercial operations—are so heavy that the Federal Communications Commission, which is now hearing all arguments on how the radio spectrum should be split up, may well be forced to take away the channels now assigned to television, beginning at 50 megacycles (or 50,000 kilocycles), and kick it up into the experimental attic above 300 megacycles.

That's precisely what CBS wants. It argues that color television and black-and-white pictures with improved definition require channels 16 mc. wide, as against 6 mc. at present, and it's asking for 30 broad channels in the upper spectrum as against the 18 narrow ones now earmarked for television. • **Investment to Protect**—While agreeing with CBS on the prospect for an improved service ultimately in the higher, broader channels, RCA and the rest of the industry want to capitalize on their over-\$20,000,000 investment in present equipment and begin service as soon as possible, while experimental work on the improved service goes ahead. Presenting this view, the Television Broadcasters Assn. argues that immediate postwar commercial operation of a television service would be the biggest spur to development work.

CBS—no longer a member of T.B.A.—retorts that the more equipment the industry buys and the more sets the public purchases, the more difficult and expensive it will be to shift to the improved service later.

• **Disadvantage for CBS**—Furthermore, it has appeared that if FCC tried to compromise the fight by assigning channels in both the higher and the lower frequencies, CBS would be at a



CAPTIVE "LUMBERJACKS"

Important among chores assigned to Italian Service Units is the reclamation of wood used for dunnage and crating on overseas shipments at the New York Port of Embarkation. Collecting lumber and nails, 50 of these

prisoners of war (BW—Jul. 8 '44, p31) are saving money and a critical material for the Army. Working under a civilian, the ISU members have salvaged 1,500,000 b. ft. of lumber worth \$115,000 in six months, according to military officers. And the nails have provided an extra scrap dividend.

IS YOUR BUSINESS HERE?

DENTAL EQUIPMENT
FOOD PROCESSING EQUIPMENT
MEDICAL EQUIPMENT
METAL INDUSTRIES
MINING EQUIPMENT
PETROLEUM
PRINTING EQUIPMENT
OFFICE EQUIPMENT
TEXTILE MACHINERY



THEN YOU'LL BE INTERESTED IN YOUR

FREE COPY

OF THIS STIMULATING BOOK FOR PRACTICAL PLANNING

• **Your product—your business** may hold possibilities for improvement in efficiency or quality through the application of electronics. "Can Electronics Improve Your Product?" is recommended reading for men who are looking ahead.

This new, illustrated book is filled with basic information describing Operadio's ability to apply electronics to your products or processes.

RESERVE YOUR FREE COPY NOW!

OPERADIO
Electronic Specialists

PIN TO YOUR LETTERHEAD

Operadio Manufacturing Co., Dept. B-20, St. Charles, Illinois

Please send me your free book, "Can Electronics Improve Your Product?" Put me on the list today!

NAME

ADDRESS

CITY STATE



QUALITY CONTROL...

Assures Easier Machining and Better Performance of Acme Aluminum Castings

The aluminum alloy castings that come to you from the Acme foundry are tested castings—put through every form of inspection and examination known to modern metallurgical technique.

X-ray inspection gives a clear and accurate picture of the casting's internal structure. To measure strength, bars from every melt are pulled to the breaking point on a tensile machine. And the completion of our spectrophotographic laboratory has put at our disposal—and yours—the newest advancements in the scientific analysis of alloy metals.

Because of their accuracy and inherent quality, assured by our quality control, you will find Acme Castings require less machining time, reduce your cost per finished part. Your customers will get better performance from parts made from Acme Aluminum Alloy Castings.

The special advantages of Acme Castings should help you speed production and reduce costs. Acme engineers will be glad to submit recommendations, without obligation.

ACME

Aluminum Alloys, Inc.

Formerly Acme Pattern & Tool Co., Inc.

DAYTON 3, OHIO

HEAT-TREATED ALUMINUM ALLOY CASTINGS

ACME PATTERN & TOOL DIVISION

PATTERNS • TOOLS • TOOL DESIGNING • PRODUCTION PROCESSING

marked disadvantage for it has no manufacturing affiliate to provide sets equipped to receive the higher-frequency service. Meanwhile, RCA would be able to make and merchandise its prewar lower-frequency sets, intrench itself in the market.

But this week, testifying before the FCC, Paul W. Kesten, executive vice-president of CBS, said that General Electric, Zenith Radio Corp., and Federal Telephone & Radio Corp. had all told him they "could" make high-frequency transmitters—and presumably receiving sets.

• **Expunged From Record**—Technically, Kesten's testimony isn't in the record, for FCC at the time was holding hearings only on international shortwave operations, and it refused, despite the plea of its chairman, James Lawrence Fly, in Kesten's behalf, to incorporate in the record any parts of his testimony not relating to shortwave. But meanwhile, Kesten's full statement, released to the press, found an even bigger audience, and the whole altercation served to reveal a powerful friend at court in Fly.

The CBS stand is attracting other adherents. One is the Cowles Broadcasting Co., which has as its head Gardner Cowles, Jr., publisher of the Des Moines Register-Tribune, and as its chief engineer, T. A. M. Craven, former FCC member and one of the country's leading radio engineers.

• **Theater Service**—Support for the higher-frequency thesis was also seen in the proposal filed with FCC by National Theater Television Service, calling for 75 channels of 20 mc. width for the nationwide theater television service which has been in the making for the past several months (BW-Jul. 17 '44, p90). Channels sought by the theater group range from 600 mc. to 6,300 mc.

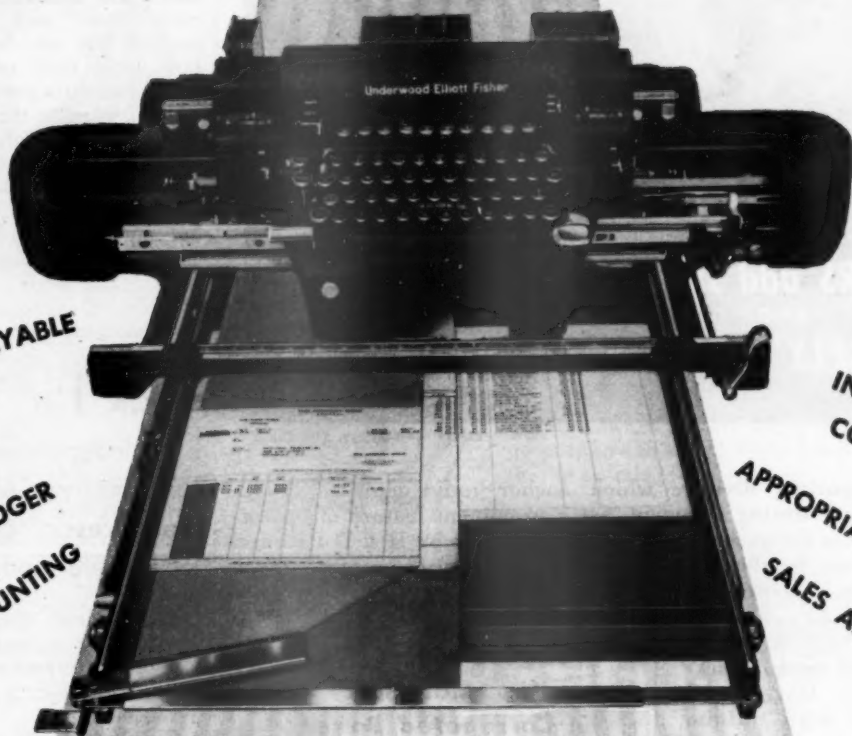
Even RCA seems willing to hedge its bets a bit. Last week it secured from FCC permission to establish a new experimental television relay station, operating as a portable or portable-mobile outlet in the Camden (N. J.) area on a frequency of 321-327 mc. RCA also got a license to operate an experimental station at Camden in the regular lower frequencies, while Philco in the unprecedented time of a week got an FCC O.K. on seven relay stations.

WHAT DOES "FREE" MEAN?

It isn't "free" unless it's "free for nothing."

That seems to sum up the position taken by the Federal Trade Commission in overhauling a long series of orders and stipulations concerning the use of

The ***SPEEDWAY*** of Posting!



ACCOUNTS
RECEIVABLE

ACCOUNTS PAYABLE

PAYROLLS

GENERAL LEDGER

TAX ACCOUNTING

COST
RECORDS

STOCK
RECORDS

INVENTORY
CONTROL

APPROPRIATION LEDGERS

SALES ANALYSES

It's down the stretch . . .

At the end of each month . . .

That Elliott-Fisher's speed way of posting . . . counts most.

But it's right from the start . . . right through each day . . . that the Elliott-Fisher saves important time and money for you.

Man hours and woman hours are turned to minutes. More work is sped through each day. The machine does everything. All adding, subtracting, totaling, and cross-balancing is automatic.

Your many different records are handled accurately and with dispatch. Each complete job, with its related entries, goes through in one operation.

Speed comes . . . from Elliott-Fisher's exclusive flat writing surface which provides quick insertion, alignment, and removal of forms.

. . . from the carbon paper roll that feeds between the sheets neatly and instantly.

. . . from the standard single "touch-type" keyboard, that's a cinch for every typist.

. . . from the short hand travel, automatic tabulating, and line spacing.

. . . from a dozen other time-cutting features.

It will pay you well to start your accounting on the "Speedway of Posting". Call your local Underwood Elliott Fisher office now for further information on the time and money saving performance of this simple machine.

Elliott Fisher Accounting Machines are available
subject to War Production Board authorization.



Our factory at Bridgeport, Connecticut, proudly flies the Army-Navy "E", awarded for the production of precision instruments calling for skill and craftsmanship of the highest order . . .

Underwood Elliott Fisher Company

Accounting Machine Division

One Park Avenue, New York 16, N. Y.



HOW
DIVIDERS add strength
AND
MULTIPLY protection




PHOTOS—BREEZE CORPORATIONS, INCORPORATED

Corrugated supporting dividers which anchor radio ignition shield assemblies in place during shipment, are a prominent feature of one of the shipping boxes designed for Breeze Corporations by H & D Package Engineers. Fighter, bomber and transport manufacturers require these assemblies to be delivered in perfect condition. So...

Early in 1941, H & D was called in to solve several packaging problems. Corrugated shipping boxes with unique special dividers and inserts were developed. Result? H & D designed boxes keep damage and delay to a minimum. The packaging job, formerly a task for men, is now easily accomplished by women.

Have you considered how well your present packages are performing their transportation assignments? Your customer's first impression is determined largely by the condition of your packages on arrival. Don't let inferior packaging hinder product progress. Discuss your packaging problems with an H & D Package Engineer now. Be ready to start future shipments in H & D corrugated shipping boxes which protect and promote your products.

Tells HOW to PACK War Materials In Corrugated Boxes


The chief requirement in packaging war goods is to get as much essential material to specified destinations in the fastest, safest, most economical way. "HOW to PACK WAR MATERIALS in Corrugated Boxes" tells how H & D boxes are effecting new shipping efficiencies in important war

packaging assignments. Get copies of this and other H & D Little Packaging Library booklets by writing The Hinde & Dauch Paper Company, Executive Offices, 4461 Decatur St., Sandusky, O.



FACTORIES in Baltimore • Boston • Buffalo • Chicago • Cleveland • Detroit • Gloucester, N. J. • Hoboken • Kansas City • Lenoir, N. C. • Montreal • Richmond

BUY SECURITY . . . BUY U. S. WAR BONDS!

For postwar packaging... better see 

HINDE & DAUCH

AUTHORITY ON PACKAGING . . . CORRUGATED SHIPPING BOXES

the word "free" in advertisements and promotion activities.

The first batch of nine revised orders set off a flurry of alarmed interpretations—notably in the drug trade—followed by reinterpretations which discounted the alarm and indicated that the trade's many "deals" and "free goods" offers probably are safe from FTC prosecution. Drug deals commonly take the form of an extra package of the product which is given to the druggist if he purchases a specified quantity.

Several of the members of the commission are said to be adamant in their view that nothing is free in business, but any attempt to ban the word from all commercial usage is thought to be unlikely. It would raise the difficult question of what words to substitute for something given without charge.

Slick for Women

Independents carry fight to chains by launching magazine that stresses bond between local dealer and consumer.

Independent dealers will adopt a new defense against chain store and mail-order competition next month, with the appearance of Woman's World magazine.

• **Distribution Through Stores**—The new 3¢ monthly will be published by Independent Consumers & Dealers Institute, Inc., and distributed through groceries, drugstores, clothing stores, and other independent retail outlets.

Paper restrictions will limit its circulation to 60,000 within the New York area, but its publishers hope to cover the Chicago and Philadelphia markets within six months and to reach the West Coast within a year.

• **Founded for Research**—Organized about two years ago to provide research services to independent dealers for a \$5 annual membership fee, the institute was incorporated six months ago to publish Woman's World.

About half the magazine's several hundred stockholders are independent retailers or wholesalers. Hence it is not surprising to find its editors proclaiming that "the independent dealer and the consumer have certain economic and social interests in common."

• **A Slick Magazine**—Woman's World lays no claim to aping the monthly Woman's Day (BW-Oct. 9 '37, p. 17), sold in A. & P. stores, or the weekly Family Circle, distributed through Safeway, American, and other chain outlets. Its editors announce merely that they intend to produce a slick magazine,

CARTOONIST'S EYE VIEW OF YOUR POST-WAR WORLD



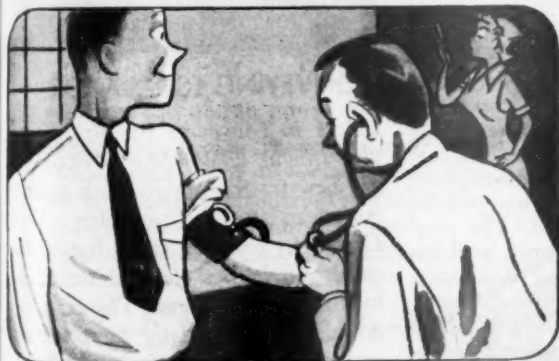
1 William Steig draws the perfect post-war world—a lot of fish and plenty of time to catch 'em in! You can catch your share with a Taylor Fisherman's Barometer. Tells you when fish are biting—and this is no postwar fish story! We'll tell you when they're on sale.



2 Richard Decker presents the postwar mother reading a Taylor Binoc Fever Thermometer. This is the flat-shaped fever thermometer that's 3 times easier to read, and what a help to busy doctors if there was one in every medicine cabinet! Scarce now because of the war.



3 George Price shows you the Taylor Roast Meat Thermometer that tells *accurately* when a roast is rare, medium, or well done. The postwar bride will start life as an expert chef! Meat shrinkage will be cut to a minimum—which is why we're sorry we can't sell you one now!



4 Roland Coe sketches Pop's reaction to a blonde nurse while donating a pint of blood under the watchful eye of a Tycos Aneroid Blood Pressure Instrument. (Doctors: note the famous Hook-Type Cuff that goes on almost any arm instantly. Available now and after the war.)



5 Robert Day's aviator, on the other hand, seems to be saying: "These postwar inventions sound wonderful, but let's keep buying War Bonds—and keep 'em—or there won't be any postwar!" We second the motion. Taylor Instrument Companies, Rochester and Toronto.



Attend the 1944 National Power Show

FOR NEW IDEAS

on production . . .
operation . . . maintenance

Engineers and executives interested in the conservation and use of power can keep abreast of up-to-the-minute methods, new developments, and new products at the coming 16th National Exposition of Power and Mechanical Engineering. There, engineering specialists at carefully-planned exhibits will give competent advice on products for power plants. A display of tools for various power plant uses will be featured.

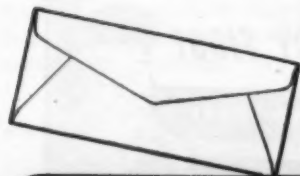
See new products in operation—many of them for the first time. Gather up-to-date information on power plant applications—products of war-time development and improvement. Plan to attend with as many of your associates as can be benefited. Open by invitation and registration to visitors directly associated with power and production operations.

**16th NATIONAL EXPOSITION OF
POWER AND MECHANICAL
ENGINEERING**
NOV. 27 — DEC. 2
MADISON SQUARE GARDEN

PITY THE POOR OFFICE BOY!

Tension Envelopes
seal easily and stay
sealed. Office boys
finish quicker ... mail
gets out faster... letters
and enclosures arrive
in perfect condition.

Tension knows how!



TENSION ENVELOPE CORP.

NEW YORK 14, N. Y.
ST. LOUIS 3, MO.* MINNEAPOLIS 13, MINN.*
DES MOINES 14, IOWA* KANSAS CITY 8, MO.*

*Originally Berkowitz Envelope Co.

comparable in editorial content to the standard 15¢ women's publications, for 3¢. The magazine's initial circulation was allocated 45,000 copies to retail dealers, 15,000 to news stands; its one-time full-page rate is \$750.

Woman's Day has a \$6,000 page rate on the basis of a 2,500,000 net paid circulation, and Family Circle asks \$2,900 for a single page with a guaranteed circulation of 1,450,000.

FTC Showdown

Cosmetic house ordered
to drop demonstrators unless
available to all clients. It is the
climax of long fight.

The Federal Trade Commission is nearing a showdown in its ten-year struggle to outlaw cosmetic manufacturers' long-standing practice of supplying paid demonstrators to a few select retail customers while other, less-privileged outlets receive no such assistance.

• **Equal Terms Demanded**—Last week, FTC handed down a cease-and-desist order against Elizabeth Arden, prohibiting the company from continuing to furnish demonstrators unless their services are made available, on proportionately equal terms, to all Arden's clients.

Backed up behind Arden are a half-dozen other cosmetic houses against whom FTC already has issued complaints and taken evidence. These are Charles of the Ritz, Bourjois, Coty, Elmo, Primrose House, and Richard Hudnut. Further down the line are other complaints on which evidence has not yet been taken, including one against Helena Rubenstein.

• **Others to Follow**—Once the Arden case is decided, by compliance with the order or by an appeal to the courts (which can be taken within 60 days), FTC will wind up the other cases.

FTC's struggle with the cosmetic industry goes back to 1936, when the Robinson-Patman act, banning discriminatory sales practices, was in its infancy. Complaints against Coty, Hudnut, Elmo, and Bourjois were among the first FTC actions under the act (BW—Nov. 14 '36, p20). The complaint against Arden followed a few months after (BW—May 29 '37, p50). The companies were charged, variously, with unfair policies in furnishing demonstrators, and in granting quantity discounts, advertising allowances, and push money (an extra sweetener for clerks) in violation of the Robinson-Patman and the FTC acts.

• **Less Vigor Now**—In the intervening years, FTC's campaign against discrim-

inatory discounts and advertising allowances has lost some of its original vigor thanks in part to the fact that a number of bad actors were brought to book early and in part to the equalizing influence of war-born price controls.

Additionally, in the drug and cosmetic field, the general establishment of uniform minimum retail prices under the fair trade laws of 45 states has taken a good deal of steam out of the dealers' demands for vigorous enforcement of R-P and made it more difficult for FTC to prove competitive injury in cases of alleged violation.

As a result, the first count in the Arden complaint, charging price discrimination, was dismissed; so also were both of the original complaints against Coty and Bourjois, to be replaced by new complaints charging discrimination only in supplying demonstrators, not in price.

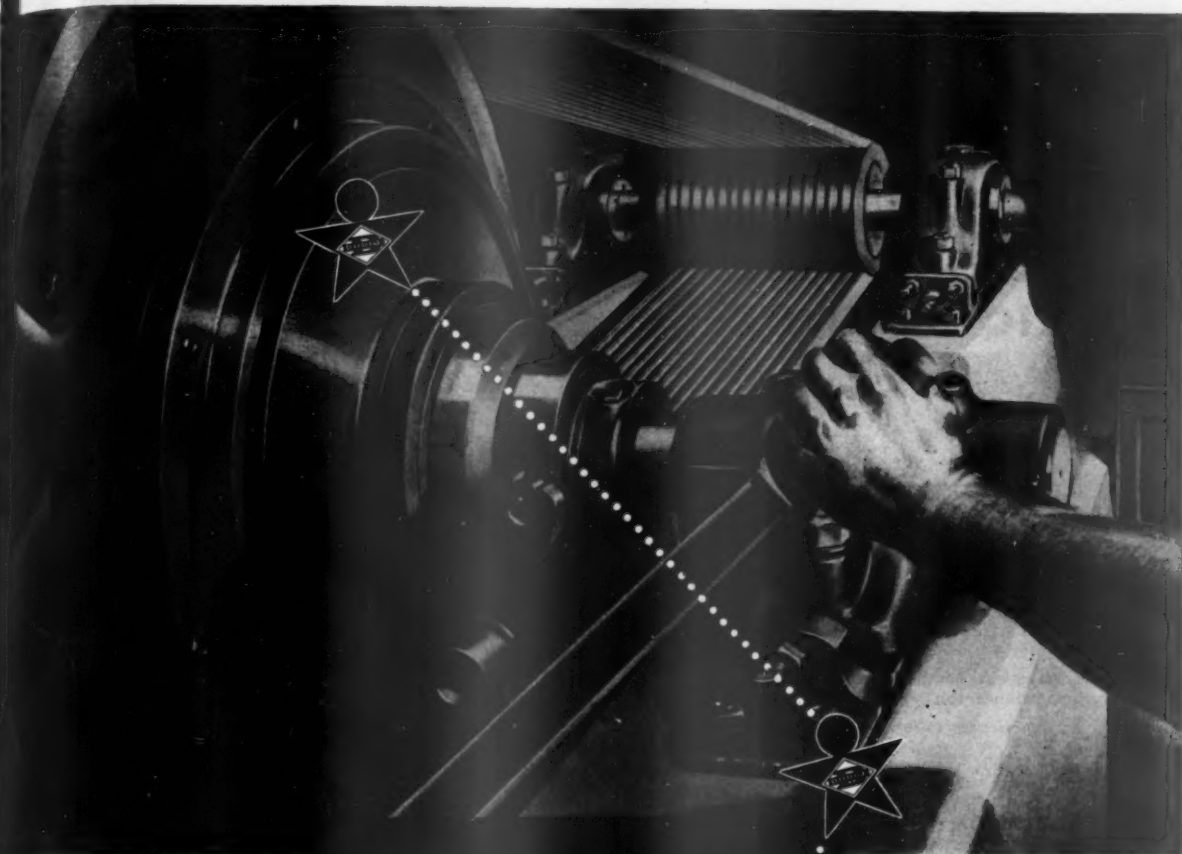
In the intervening years, FTC's campaign against discounts, advertising allowances, and such like has fallen by the wayside. Count 1 of the complaint against Arden, charging price discrimination, has been dismissed. The reason apparently is that FTC couldn't prove that relatively small quantity discounts



CONVEYING ESCALATOR

Latest in conveyors for air baggage and freight (BW—May 13 '44, p19) is the new tractor-mounted job used by American Airlines at New York. Driven to a plane's cargo hatch, this gas-driven belt is elevated for action by a hydraulic system. The conveyor doubles as an escalator for pilot and copilot, suggesting to its builder—Lyon-Raymond Corp., Greene, N. Y.—a possible postwar adaptation for loading passengers on planes.

TRANSMISSIONEERED MEANS ADVANCED DESIGN IN POWER DRIVES



When the SNAPPY Salute Becomes a Wave of the Hand



Long periods of useful service crammed into a relatively few brutal, tortuous years have taken a terrific toll of production machines—power drives, too, have borne a heavy load. This fact, recognized and acted upon — now — means quick return to capacity use of the power you pay for.

When your Dodge Transmissioneer says, "Check your power drives"—listen to him. He is a power transmission specialist who knows how to put power to work — all of it—with the Right Drive for Every Job.

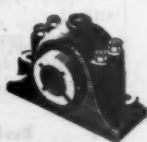
Dodge transmissioneered power drives assembled from standardized, precision-built bearings, sheaves, clutches, etc., have the ruggedness and stamina that mean low power-cost, low maintenance and uninterrupted production. Check your power drives—consult your Dodge Transmissioneer—he will show you how to revitalize your production equipment by tuning up your power drives. He will recommend and supply "The Right Drive for Every Job."

DODGE MANUFACTURING CORPORATION
Mishawaka, Indiana, U. S. A.

★ BUY MORE
★ WAR BONDS ★



*The Right Drive
for every Job*



Have you read

the new CED research studies

Here are the results of two of several research studies made and being made by the Committee for Economic Development, to provide factual information for forming a sound postwar economy.

See these books
10 days on approval

1. THE LIQUIDATION OF WAR PRODUCTION

★ Cancellation of War Contracts and Disposal of Government-owned Plants and Surpluses.

By A. D. H. KAPLAN

Professor of Economics, University of Denver

133 pages, 5½ x 8½, \$1.50

How will our war production be liquidated? To aid businessmen in considering their own specific questions of conversion, this new study surveys the problem and suggests definite policies and methods of solution. Is it realistic to treat transition to peace production as a back-to-normalcy movement?

What will be the areas of distress requiring help until a peacetime balance can be restored?

What lessons do experiences following World War I teach?

What is the importance of timing of the reconversion program?

In many such aspects, the reconversion problem is examined. The issues, the facts, the figures are extracted, placed in proper perspective, and simply stated for the busy business reader, and 41 concrete proposals are made for a program providing for a smooth transition to desirable postwar levels of production, employment, and wages.

2. PRODUCTION, JOBS, AND TAXES

★ Postwar Revision of the Federal Tax System to Help Achieve Higher Production and More Jobs

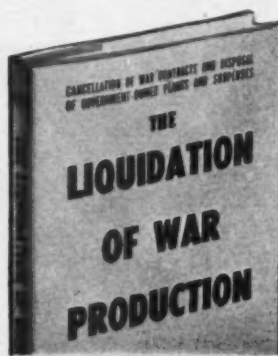
By HAROLD M. GROVES

Professor of Economics, University of Wisconsin

115 pages, 5½ x 8½, \$1.25

Can a moderate and equitable federal tax program be made an instrument for the encouragement of business enterprise and job opportunities? This book is the starting point of analysis and recommendation for all concerned with this important problem.

Discussing many aspects of corporation and personal taxes and giving a concise analysis of plans old, current, and new, the book presents 16 clear-cut proposals—shows how taxation compatible with social principles and economic needs may also free capital and lend attraction to risk so that business concerns, small and large, may operate to provide the increased production and employment so vital to stability in the postwar period.



JOHN M. HANCOCK,

Office of War Mobilization, Washington, D. C.: "I certainly feel that you have done a masterful job."

DR. SUMNER H. SLICHTER:

"I am enthusiastic about this report. It is realistic and to the point."

PRINTERS INK:

"... presents 41 specific points that will enter into any program that is adequate to meet the problem of war contract cancellations and war plant and surplus disposal."

HARTFORD TIMES:

"... outlines a practical and constructive program."

and other price differentials, have put some retailers at a competitive disadvantage in a field where manufacturers have established uniform retail prices (generally supported by minimum resale price maintenance agreements under the various state fair trade laws).

The original FTC complaints against Coty and Bourjois, built principally on the issue of price discrimination, were dismissed in 1940.

• **Tries a New Line**—The commission has never let up in its drive against demonstrators. Failing to bring the industry around to a trade practices agreement which would have banned demonstrators (BW-Mar.27'37,p44), FTC kept up the fight by starting actions against individual companies. In the early days of the crusade, FTC attempted to prove that the use of demonstrators was in violation of the FTC (rather than the R-P) act on the ground that "hidden" demonstrators constituted a deception of the public.

This argument broke down when manufacturers began to identify their demonstrators in retail stores by badges and buttons and when public hearings showed that, in any case, the average customer didn't care whether the salesgirl's salary came from the store or manufacturer (BW-Oct.7'39,p8).

It was then that FTC adopted new tactics, attempted to show that the use of demonstrators was an unfair trade practice in violation of R-P.

Fat Out of Fire

OPA denied injunction prohibiting Big Four packers from selling pork cuts exceeding agency's fat standards.

OPA's request for an injunction to prohibit the four largest packers—Armour, Cudahy, Swift, and Wilson—from selling pork cuts containing fat exceeding OPA standards (BW-Jun.10'44,p79) was denied last Monday by United States Judge John P. Barnes at Chicago. OPA had charged that the packers were leaving more than the permissible half inch of fat on pork loins and butts.

• **Called Unreasonable**—The packers countered by charging that OPA unreasonably required them to achieve an impossible 100% perfection. Nobody, said the packers, could know precisely how much fat is left on a trimmed cut unless he cuts through the fat to measure it.

They pointed to their frequent instructions to pork trimmers to be careful in leaving the right amount, to the

Send this McGRAW-HILL coupon!

McGraw-Hill Book Co., 330 W. 42nd St., New York 18, N. Y.

Send me the books circled below for 10 days' examination on approval. In 10 days I will send remittance, plus five cents postage, or return books postpaid. (Postage paid on cash orders.)

1

2

Name

Address

Position

City and State

Company

BW-10-14-44

(Books sent on approval in the United States only.)

of their ability. Also, they referred to the relatively inexperienced pork packers on whom they now have to rely for doing this job for which only a few years of experience will develop skill.

Officials Cleared—Judge Barnes' decision cleared the OPA enforcement officials of numerous charges of bad faith and untruthfulness which had been levied against them by packers' attorneys. But he pointed out that because of the vast amount of the defendants' operations (perhaps half of the 266,000,000 loins and lard produced for civilian consumption in 1943) the 960-odd pork loins and lard offered in evidence by the government were insufficient in scope to justify the injunction requested.

Instructions—Also, Judge Barnes held that the instructions issued to the investigators in gathering evidence were not conclusive. He directed them to measure thickness of fat at a point on the cut where a pocket of fat occurs. Hence he found this evidence not conclusive.

He further said that the suit had brought about an improvement in the operations of some defendants.

Delivery Priority

Contracts for postwar vacuum cleaners gain in popularity with consumers. Electrolux plan hits 100% of prewar production.

Presighted housewives who last January staked \$25 on the preferential postwar cleaner contracts offered by Electrolux Corp. may soon become the proud owners of new vacuum cleaners.

Production—Granted spot authorization by WPB (BW—Sept. 16 '44, p. 21), Electrolux is now turning out 1942 models at the rate of 30% of prewar production. It hopes to start delivering the end of November. The only problem that remains is to settle on a 'winning price' with OPA, which this week announced its policy of hewing to the 1942 price line on reconversion goods. Electrolux, which sold then for \$74.70, hasn't set an actual price, but its postwar contracts specify a maximum of \$91.

Meanwhile, Electrolux priority contracts are pouring in at the rate of 40% of prewar production, instead of the 10% expected. Electrolux has always sold directly to consumers through house-to-house canvassing; each salesman, or serviceman, now receives a flat commission on the \$25 contract, has no further claim to commission unless he concludes the ultimate purchase.

Not a Down Payment—For \$25, the customer obtains a certificate asserting



Most important building in the world

With *you*, the most important building in the world may be your new home, your factory, garage or stock barn. But being a business man and not a lucky little girl, *you* have to count the cost and upkeep.

Shrewdness will suggest portland cement concrete for all-around economy of construction and maintenance. Concrete provides rigid strength, firesafety, weather resistance and that fine appearance which modern design demands.

Improved methods of building firesafe, low annual cost homes, factories, schools and public buildings are available.

Similar technical advances assure durable, all-weather, low maintenance cost concrete highways, streets and paved airports to aid in modernizing the nation's transportation system after the war—soil-cement is available for light traffic needs.

Let us help your engineers and architects apply these improved design and construction methods to postwar projects.

PORTLAND CEMENT ASSOCIATION

Dept. 10B-12, 33 W. Grand Ave., Chicago 10, Ill.

A national organization to improve and extend the uses of concrete . . . through scientific research and engineering field work

BUY MORE WAR BONDS

his right to buy an Electrolux vacuum cleaner at the standard purchase price when delivered. The \$25 is an advance against the price, not a down payment on a time purchase contract, for the Federal Reserve Board's Regulation W, governing such sales, specifies a one-third down payment.

Only two conditions can invalidate the contract: (1) if the delivery price exceeds \$91, or (2) if the company cannot make delivery within six months after production was resumed.

• **War Work, Too**—The new cleaners are being produced at a New York plant which Electrolux set up two years ago with equipment and tools not needed for war production in its Connecticut factory—which currently boasts the biggest backlog of war orders in its history.

Various companies last year announced order-now-for-postwar-delivery plans but few have followed through as has Electrolux. The National Electrical Manufacturers Assn. points out that most firms are unwilling to bind themselves even to tentative delivery dates and prices. Further, many a prospect who would gladly sign up for a priority on postwar merchandise is reluctant to clinch it with a cash deposit.

• **P.D.Q. Plan**—To circumvent these difficulties a number of manufacturers and merchants have turned to the

simple advance ordering plan with no price or delivery commitments and no partial payments. For example, Emerson Radio & Phonograph Corp.'s P. D. Q. (for Preference Delivery Quota) plan invites prospects to sign up with their local dealer for postwar radio delivery. Others, like the Tappan Stove Co., seek to bind the prospect a little more tightly by requiring a small deposit, refundable on request, to obtain a preferred purchasing status.

Cafe Needs Rise

Average restaurant to require \$1,800 new equipment by year's end as business hits an all-time record.

An all-time high, 30,000,000 daily guests last year spent \$5,000,000,000 in 147,000 U. S. restaurants. Shortages of china, silverware, and other items have built up deficits in physical plants. The National Restaurant Assn. reported this week to its annual convention in Chicago that the average restaurant will require \$1,800 of badly needed equipment by the end of this year.

• **Restaurants Only**—The association sent equipment questionnaires to 5,000

eating places. Proprietors of 1,032,000 restaurants, serving 1,032,000 meals, replied that they were building an aggregate need of \$1,836,995 in new equipment by Dec. 31, 1944. They did not include eating establishments operated by hotels, drug and variety stores.

Restaurant men welcomed the move this month removing priorities formerly needed to purchase commercial cooking equipment.

• **Chinaware Needed**—Bigger and fewer, less skilled workers raised restaurants' breakage of ware from the prewar 25% a year to 50%. Most restaurants, the survey shows, want to spend \$250 to buy a dozen pieces of china by Jan. 1. The association recommends that china production be increased to 3,000,000 dozen a quarter.

The average restaurant will need a dozen pieces of silverware, costing \$5. Five dozen salt and pepper shakers are the average shortage. Two garbage cans are the average need.

• **Needs Add Up**—Average expenditures needed by each restaurant for new items are: \$370 for refrigeration equipment; \$180 for dishwashers, glass washers, canwashers, silver burnishers, water heaters, and sinks; \$115 for cooking machines, and potato peelers; \$50 for broilers, ranges, ovens, fryers, and \$50 for appliances, electric toasters, juice extractors, coffee brewers.

TO SELL INSURED PLANES

A special time-purchase aircraft insurance policy running from 35% to 50% less than standard coverage, according to its sponsors, is the latest effort of Oliver L. Parks, St. Louis airplane salesman, to bring airplanes within the means of moderate-income families, and to promote sales for the little two-seat Ercoupe for which he is sales agent.

Parks claims that the Ercoupe's cost (less than \$3,000), ease of operation, and "spinproof" qualities make it ideal for nonprofessional flyers.

Not only will Parks include low-cost insurance and flight instruction in the purchase price—when the planes are on the market again after the war—he also intends to sell the machines on the installment plan.

The special insurance policies will be sold through General Insurors, Inc., St. Louis insurance agents, and will be applicable only to Ercoupes. Under the plan limited coverage will be available at \$4.50 for \$100 of insurance while comprehensive policy will cost \$9.50 for \$100. In contrast to standard airplane coverage, the Ercoupe policies will be available to members of the buyer's immediate family who fly the plane.

MOTOR Endurance FOR THAT New PRODUCT

30 YEARS' experience in the designing and building of small motors, with special emphasis on thorough engineering... careful workmanship... rigid inspection and testing, has resulted in the endurance for which Lamb Electric motors are so well known today.

Our new 42-page illustrated catalog with specifications, dimensions, and other important data may assist your engineering department in designing motor endurance into your new product.

THE LAMB ELECTRIC COMPANY
KENT, OHIO



Lamb Electric
Black & Decker Electric
FORMERLY
SPECIAL APPLICATION
FRACTIONAL HORSEPOWER MOTORS

ers of 1,000
000 mea
uilding
6,995 w
1944. T
ating es
ls, drug

med WP
g priorit
se com

gger be
workers
age of
5% a p
the
50 to b
Jan. 1,
at chie
to 3,00

will ne
osting
r shake
garbage

expend
t for
ation e
s, glass
nishes
15 for
celery
yers, st
ic tou
rs.

ANES

craft i
% to
acco
effor
irmam
mean
d to
two-se
s agen
upe's
of op
es su

low
ion
planes
war
hine

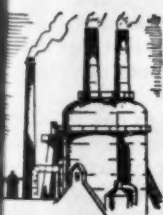
s will
Inc.,
will
nder

avail
whi
\$9
airpl
ill co
ite f

4, 1



This River of Stone Never Stops Flowing



Hour after hour... day after day... a steady, river-like stream of limestone flows to the hungry blast furnaces of a busy steel mill. 450 tons an hour move steadily and

smoothly... never hesitating... never stopping... in the continuous current that is characteristic of all materials carried by Rex belt conveyors.

of stone, coal, ore, chemicals, sand, cement, and many other bulk-type materials can be handled faster, more economically, by belt conveyors.

Rex belt conveyors and the dozens of other types of standard and special Rex conveyors have helped industry keep pace with the greatly stepped-up schedules of all-out war production. In the days to come, the ability of these conveyors to handle more materials... at lower cost... with greater speed, will be essential in helping industry produce for peace. Foundries, factories, steel mills, chemical plants, mines, quarries... virtually every type and size of industrial operation will find Rex conveyors a big aid in increasing their production.

Helping industry achieve maximum efficiency at minimum cost and effort is a basic occupation for Chain Belt Company and its engineers.

In addition to Rex conveyors, the com-

plete line of Chain Belt Company products includes more than 2000 sizes and types of chain belts for the positive transmission of power, timing of operations, and conveying of materials... construction equipment for the economical mixing, hauling and placing of concrete and the moving of water and other liquids... and specialized engineering and sanitation equipment.

★ ★ ★

REX Conveyor and Process Equipment Division, REX Construction Machinery Division, REX Chain Belt and Transmission Division, Milwaukee 4, Wisconsin; Baldwin-Duckworth Roller Chain Belt Division, Springfield 2, and Worcester 3, Mass.

CHAIN BELT CO.
OF MILWAUKEE

INCREASING production capacity... cutting costs... releasing countless man-hours for other important production tasks... all these are basic functions performed by Rex belt conveyors. For belt conveyors are the moving pathways through which industry can simplify and better coordinate its various problems of bulk materials-handling. Mass movement

LABOR

WMC Still Safe

Challenge of its power to deny job referrals is averted by Navy's lifting of penalty on one striking machinist.

The Navy last week lifted a hot potato out of the hands of the War Manpower Commission, and a court showdown over whether WMC has any legal right to enforce its regulations through sanctions was averted.

• **No Change in Policy**—Four weeks' denial of job referral constitutes an "adequate application of the sanction," the Navy informed WMC, removing from its blacklist Martin A. Joos, a machinist whom WMC had refused to refer to another job because he was involved in the San Francisco machine shop dispute last month (BW—Sep. 30'44,p103).

Declaring in its announcement that removal of its employment barrier against Joos "is no backdown," the Navy said that the action does not represent a change in the policies governing the administration of seized

plants. The Navy emphasized that sanctions still remain available for application to any employee of a seized plant who violates the executive orders, the orders of the National War Labor Board, or the orders of the Navy officer in charge.

• **A.F.L. Hails Action**—Counsel for the American Federation of Labor's Machinists Lodge 68, involved in the organized resistance to overtime work which resulted in government seizure of 104 machine shops in San Francisco (BW—Sep. 2'44,p107), hailed the action as bearing out its contention that the sanctions procedure is unlawful.

• **WMC to Investigate**—Last month Joos obtained a temporary injunction in federal court against interference by WMC with his right to work. Before the finality of the injunction could be argued, the machinist received a telegram in court from WMC Chairman Paul V. McNutt requesting that he place his complaints in the hands of the regional office of WMC. McNutt agreed to assign a special hearing officer to investigate the case. With agreement of both parties, the court ordered the injunction proceeding continued until Oct. 16.

Appearing for WMC, Assistant U. S.

Attorney William Licking contended that granting an injunction would be effect, by saying that the entire program of executive enforcement of time labor restrictions is invalid.

It was at this point that the Navy stepped in and with its graceful gesture gave WMC a way out.

Two of the nine blacklisted workers already had been permitted to return their job, and three others had received authorization for referral by the WMC.

NWLB Advice

Industry member urges management to be realistic dealing with board, as well with labor on NWLB issues.

James Tanham, hard-hitting industrial member of the National War Labor Board and author of the blistering dissent against the application of board's maintenance-of-membership policy in the Humble Oil Co. case (BW—May 6'44,p104), has some ideas about what management ought to do—what ought not to do—in presenting cases to the NWLB and in handling labor issues in the light of board actions.

• **Straight Language**—Last week in speech to the industrial relations conference of the American Management Assn., Tanham aired those views plain and direct fashion. This is the sense is his advice:

"Please don't let your emotions whatever they may be, blind you to the practical fact that the outcome of your case before the board means much to you and to others in industry."

• **Urges Caution**—Specifically, Tanham warned employers to proceed cautiously in voluntary cases because of the danger of setting precedents that may endanger the outcome of dispute cases presented by other employers.

What is ordered in one dispute case, Tanham said, may have had its inclination in the voluntary action of some other firm in another business 1,000 miles away. He referred particularly to such matters as night shift bonus, vacations, and holidays with pay.

• **Advice on Wages**—Tanham also warned management not to resist the granting of a wage increase in a dispute case and then, after winning the case, turn around and agree to substantially the same adjustment by direct negotiations with their employees.

Employers who have followed this practice have discredited the sincerity of management's resistance to wage adjustments generally, Tanham said.

He said that he was not trying



BLIND AID

Under a somewhat obscure federal law (1943's Barden-La Follette act), California is easing manpower shortages and helping handicapped veterans by placing the blind in war jobs. This statute, by which Washington offers dollar-for-dollar aid for state rehabilitation work, is finding accept-



ance in critical production areas. Implementing the program is blind Anthony Septinelli, state placement expert, who watches a sightless Marine veteran doing rethreading at Northrop Aircraft (right). Having worked in factories, Septinelli chooses operations for which blind men and women (left) are especially fitted. Northrop reports them exceptionally efficient.

Mr. Friendly and the Manufacturer nobody loved...

"NOBODY LOVES ME," said President Peabody wistfully.
"The Government doesn't love me . . . the workers in my plant don't love me . . . the union officials don't love me . . ."

Suddenly he wanted to get away from it all . . . some place where he could be by himself.

So he climbed to the top of the highest smokestack of Peabody, Inc.

And as he sat there brooding, he heard a cheery voice.

"Good afternoon," it said. "May I introduce myself?" He handed Mr. Peabody a card which said, Mr. Friendly, American Mutual Liability Insurance Company.

"My God," said Mr. Peabody, "an insurance man . . . they even follow you up here!"

"I just wanted to help," said Mr.

Friendly. "You looked so sad . . .

and I think I can solve your

problem. . . ."

Then he took out a new plan just bursting with stuff especially made to get manufacturers loved.

"You see," said Mr. Friendly,

"it pays workers during sick leaves . . . helps pay their accident bills . . . hospital bills doctors' bills!

"Why, it can even be used to protect his whole family too!"

"Worker's Group Accident & Health Insurance!" said President Peabody.

"Now why didn't I think of that?

I'll take it!" And quick as you can say "American Mutual," they climbed down the smokestack to tell everybody.

Now the workers love President Peabody . . . the union officials love him . . . and—yes—everybody loves him!

Find out about the new American Mutual's Group Accident and Health Plan that reduces accidents . . .

improves your workers' spirit, satisfaction, loyalty. It really works! Write for the free folder—today!*



YOU WATCH YOUR WORKERS' MORALE, satisfaction and loyalty soar . . . with American Mutual's new Group Accident & Health Plan at work for you! That's because you cut down accidents . . . prevent industrial disease . . . rehabilitate injured workmen . . . take away workers' worries! And, in addition, you will have the opportunity of making substantial savings through dividends—since 1887 these have never been less than 20%. Send today for your free copy of the plan. No obligation. Write Dept. B-9, American Mutual Liability Insurance Company, 142 Berkeley Street, Boston 16, Massachusetts.

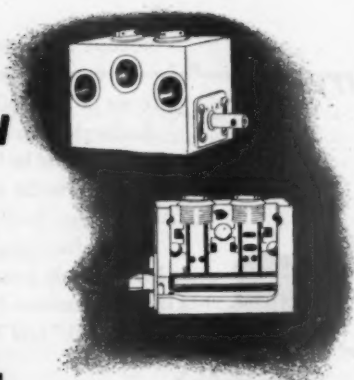
**Your helping hand
when trouble comes!**



AMERICAN MUTUAL . . . the first American liability insurance company

© 1944, AMERICAN MUTUAL LIABILITY INSURANCE COMPANY

SMALL
Aircraft Valves and
BIG
Milling Machines



**BOTH are produced
in quantity by
TAFT-PEIRCE
CONTRACT SERVICE**



No job is too big and none is too small, either in scope or quantity, for the Taft-Peirce Contract Manufacturing Division. Whether it be an aircraft hydraulic control valve of 37 parts, the assembly measuring no more than 6" x 4" x 2", or a No. 3 vertical milling machine, like these shown completed on our assembly floor, Taft-Peirce Contract Service can tool and produce a single part of either of them, or the complete unit in whatever quantities may be desired. In either case, production is exactly uniform—shipment by shipment—in accordance with the customer's specifications. Yet there is nothing extraordinary about either of these jobs, as far as Taft-Peirce is concerned. For the Taft-Peirce Contract Division has had over half a century of comprehensive experience, serving manufacturers in every field of industry throughout the world. You can get a clear idea of this service by writing on your letterhead for the picture-and-caption book titled: "Take It to Taft-Peirce." The Taft-Peirce Mfg. Co., Woonsocket, Rhode Island.

For Design, Development, Tooling, Contract Manufacturing



Take It to Taft-Peirce

tell management to be more or less liberal in the handling of labor relations but to recognize that no "high" separates one plant from another.

• **Suggestion on Lawyers**—In previous cases, Tanham advised employers to have a lawyer present, particularly in legal phases, but to remember that board hearings do not operate under courtroom rules. The actual position should be made by the opinion of the head or the industrial relations department of the firm, Tanham said.

Tanham urged the settlement of problems "back home" as much as possible, without recourse to NLRB. "Bargain out at home, and you will not to that extent to keep government out of your business," he said.

• **Prefers Realism**—He also asked management to be realistic about government participation in industrial relations and to participate actively in laying down the rules and procedures. "Mere griping" rarely has cured laws or bad administration, he said.

M. of M. Waives

**Union takes pay increase
drops membership maintenance
demand which caused U.S.
seize Hummer plant.**

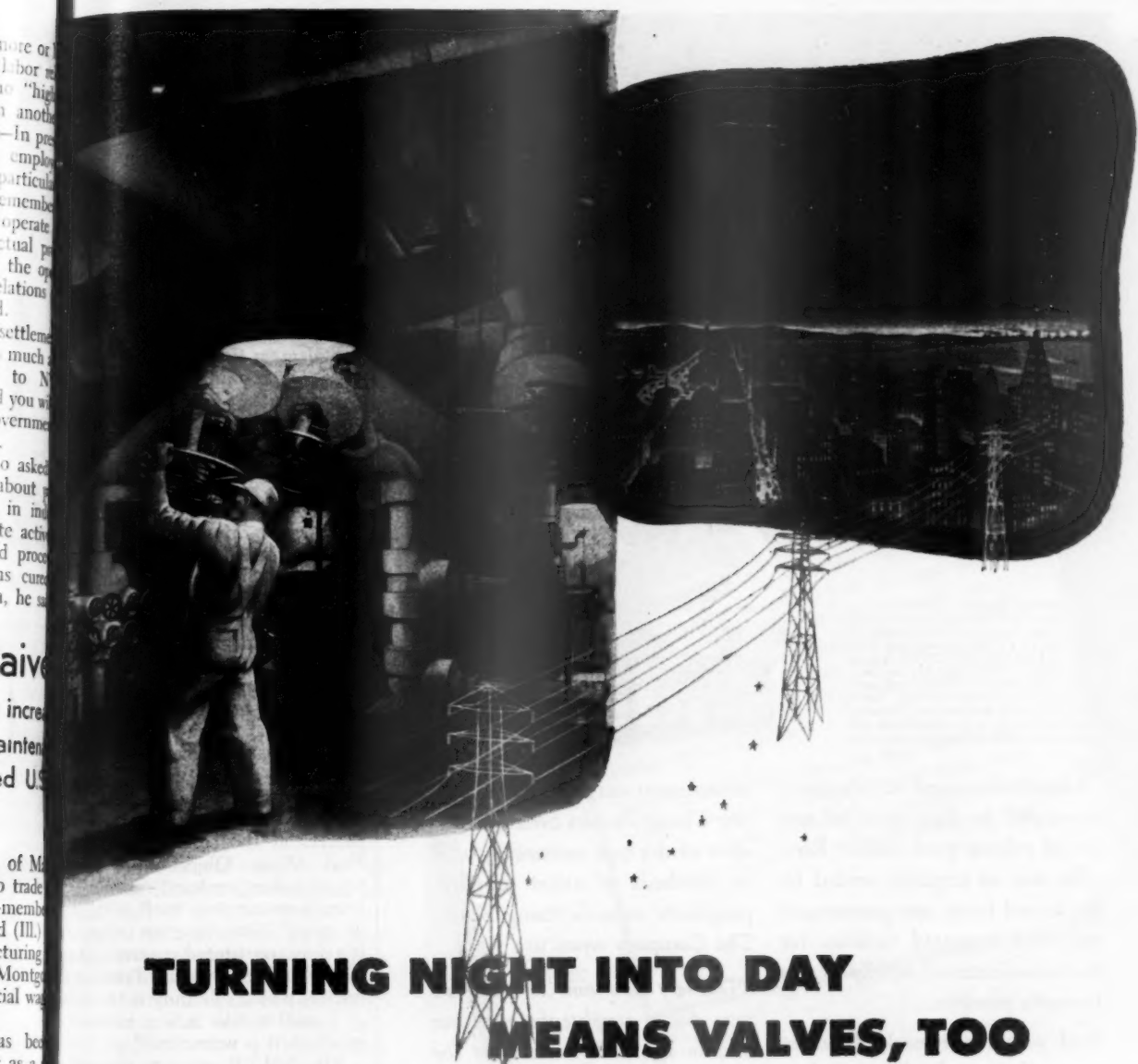
The International Assn. of Machinists (A.F.L.) has decided to trade its claim to maintenance-of-membership protection in the Springfield (Ill.) plant of the Hummer Manufacturing Co., wholly owned subsidiary of Montgomery Ward & Co., for a substantial wage adjustment.

The Hummer plant has been in Army hands since last May as a result of the company's refusal to accept a National War Labor Board maintenance-of-membership order (BW-2744,p15).

• **Clause Omitted**—Recently it was announced that Hummer and the union had negotiated a pact which did not include the disputed m.-of-m. clause. A Form 10 application for a wage increase was filed simultaneously with NLRB.

NWLB approval of the wage increase application should clear the way for signing of a formal agreement between the company and the union, thus enabling the government to relinquish the plant.

• **Base Rate Increased**—The proposed wage adjustment would increase the 56¢-an-hour base rate under the incentive system operating at the plant to a 73¢-an-hour guaranteed rate. The adjustment would not necessarily substantially the present level of



TURNING NIGHT INTO DAY MEANS VALVES, TOO

WHEN dusk settles, lights twinkle across the land in orderly patterns.

In back of these lights are power stations—it's their job to see that electric current is available for every user—from the night lamp burning at a sick child's bedside to the thousands of motors humming in factories.

It is easy to see why dependability is so important to power stations. It is easy to see why quality in equipment plays such an important part in keeping these lights burning—these motors humming.

Valves are a part—a big part—of this essential equipment. Valves control the flow of steam to the huge turbines. Valves control

the boiler feed pumps, the condensers which turn the spent steam into water again. A nest of valve-controlled piping helps to keep the generators cool.

Crane makes valves—dependable valves—for the electrical industry just as Crane makes valves for every other industry and for every kind of building. There's a Crane valve for every purpose—thousands of different sizes and types to control the flow of water, steam, air or gas—each built for unfailing dependability in the use for which it is intended.

CRANE CO., 836 S. Michigan Avenue
Chicago 5, Illinois



CRANE

PLUMBING • HEATING • PUMPS

VALVES • FITTINGS • PIPE

BRANCHES AND WHOLESALE SERVING ALL INDUSTRIAL AREAS

P E N I C I L L I N



*That the Drug of Mercy
may be More Plentiful!*

The Cleaver-Brooks installation in Chas. Pfizer & Company's modern penicillin plant in New York consists of two 300 H. P., 200 lb. working pressure, CLEAVER-BROOKS Steam Generators. These units are compact, factory-assembled, oil-fired, and operate at a high thermal efficiency. Automatic operating features and complete combustion assure cleanliness and lowest operating and maintenance cost.



Science discovered it. Research developed it. Exigencies of war forced volume production. Penicillin was so urgently needed by the armed forces our government requested increased facilities for its manufacture as rapidly as was humanly possible.

And within a remarkably short space of time, the large modern penicillin plant of Chas. Pfizer & Co. Inc., manufacturing chemists, was built, equipped and in full operation producing large quantities of this vitally-needed drug. Cleaver-Brooks' part in the

achievement was the installation of two Cleaver-Brooks Steam Generators of the type successfully used in hundreds of other modern, progressive manufacturing plants. The Company wrote us:

"The very short time in which we were able to complete the plant was due, in no small measure, to the prompt deliveries made by suppliers such as yourselves, which aided us in meeting the needs of our armed forces. We want you to know that we recognize and appreciate the important part you played in helping us to make this excellent record."

Cleaver - Brooks

MILWAUKEE 9, COMPANY

WISCONSIN

★ CLEAVER-BROOKS PRODUCTS INCLUDE: ★



Steam Generators



Food Processing Equipment



Tank Car Heaters & Oil & Asphalt Heaters



Special Military Equipment

ings but would have the effect of dividing employees with a postwar action against decline in monthly earnings when the pressure of war production lifts.

So far as NWLB is concerned, the company and the union are free to agree to sidetrack the maintenance clause if they want to for any reason, even a wage increase. NWLB may insist that any wage adjustment be in accordance with the national cost-of-living program, but the government will not be unhappy to get the Hup plant out of its possession.

● **Stalemate Possible**—Should the company refuse to approve the wage increase, the situation would repeat its previous stalemate with the government still in possession of the plant.

RULES ON RACIAL ISSUES

Orders barring racial discrimination may be issued by regional war labor boards whenever they consider it necessary in settling labor disputes. This is the net of a majority opinion of the National War Labor Board in its review of an order by the Chicago regional board.

Industry members had objected to the denial of a review of a racial discrimination order in an agreement between Montgomery Ward & Co. and the Order, Warehouse & Distributive Workers (C.I.O.), covering 1,000 employees at the company's store in St. Paul, Minn. Objection of the industry members centered on the regional board's concerning itself with an issue of racial discrimination when "there is a duly constituted government agency (the Fair Employment Practices Commission) whose sole duty is to investigate . . . and to take action in those cases in which it is warranted."

The NWLB majority opinion made clear that regional boards may act without fear of stepping upon the toes of the FEPC (BW—Aug. 19'44, p. 19), advising that it "neither has nor asserts exclusive jurisdiction to deal with racial discrimination."

TO DETERMINE LIABILITY

Whether union local officers are liable for damages when their ouster of a member brings about his discharge from employment is a question heard for a Michigan Supreme Court determination.

Twelve former officers and committeemen of Wilcox-Rich Local 186 of the C.I.O. United Auto Workers Union, Battle Creek, Mich., are before the issue to the high court as they were assessed \$1,000 damages by a circuit court jury hearing a

effect of
postwar
thly ca
r prod
nceme
are fa
mainte
y con
se. N
justm
onal a
govern
he Hu
d the
increa
ld reve
the go
the plan

bought by a former union member, Charles T. Court. When Court's membership was canceled, he sued for \$12,000, estimated to cover lost wages, slander, and malicious action, on the grounds that the union constitution and regulations were not followed in his ouster. He claimed that he was read out of the union because he opposed certain policies and refused to get off a bargaining committee.

Plant executives, testifying for the twelve defendants, maintained that Court's union ouster had not been a factor in his discharge, that he was let go because he failed to meet production standards.

Break for Loggers

Workers may get pay for travel time under ruling of Wage & Hour Division, but it will be less than demands.

Portal-to-portal wage controversies started in the coal mines (BW-May 8, p.15), then spread to the packing houses (BW-Jul. 24 '43, p.101), and finally to the logging industry. For more than a year Pacific Northwest loggers, disgruntled over their pay and working conditions, have been demanding pay for travel time.

Some Adjustments—Appeals to the West Coast Lumber Commission and the National War Labor Board, both determined to hold to the Little Steel formula, have resulted only in minor wage adjustments (BW-Sep. 16 '44, p.100). A strike last year brought only a bad reaction, and union leaders have divided against further work stoppages. The first real "break" for labor may come soon under the Fair Labor Standards Act, through the Wage & Hour Division of the Dept. of Labor.

Would Get Travel Pay—Administrator L. Metcalfe Walling has issued a prospective interpretation of the division's stand on the controversial travel-in-the-woods pay question. Under the new ruling, loggers would be paid for time spent traveling from places they report to work to actual timber fronts.

He requested labor and industry groups to file suggestions on the question by Oct. 14.

Asks \$1.15 an Hour—Even the prospective interpretation, if it stands, will be a far cry from the current wage demands of both the C.I.O. unions, which demand an hourly boost from 90¢ to \$1.15, and the A.F.L., which is pressing new demands on a job-by-job basis.

In May, 1939, the "Near Editor" of The Houghton Line wrote:

The HOUGHTON LINE

"It is almost amusing to watch the frantic efforts . . . to fix it so that we shall not be dragged into another war, if there is another war. But it can't be done by legislation. I don't care what neutrality laws we pass. We simply cannot stay out of another world war if it grows to serious proportions. It is all very well to say we won't fight. But the fact that we won't, doesn't guarantee that the other fellow wouldn't."

"If a big war breaks loose we shall have to get into it to save our own shirts and skins. And I like to believe that if it ever happens we shall do a better and more thorough job than last time."

The HOUGHTON LINE

Ask to be placed on
The HOUGHTON LINE list

And we did!

In that, as in many other phases of national effort, the Near Editor's predictions have come true. Neither he, nor the organization he heads, is a crystal gazer. Foresight is based on experience. Sound reasoning, just as applied to national matters, has helped no end in solving plant problems, too.

E. F. Houghton & Co., for which The Houghton LINE is a mouthpiece, is primarily engaged in the making and servicing of metal working products, lubricants and mechanical leathers. In the competitive era soon to return, Houghton research will keep a pace ahead of the trend in order to continue to serve maintenance and production heads. When we can help on specific problems involving specialized lubrication, power transmission, heat treating, rust prevention, metal working or textile processing, put us to the test.

E. F. HOUGHTON & CO.

303 W. Lehigh Avenue, Philadelphia 33, Pa.

INDUSTRIAL OILS AND LEATHERS



Can you

pick out the steel man here?

WHAT does a steel man look like? Most people would pick the husky, jolly fellow in the center. But all three are steel men. At Armco the mill man teams up with the research engineer and the service man in the field to create the *special purpose* sheet steels for which Armco has a nation-wide reputation.

Let's see how this works out? Take a recent Armco development, Cold Rolled PAINTGRIP. Engineers in the Armco Research Laboratories put a special zinc-flashed mill-Bonderized finish on a deep drawing sheet steel—a surface treatment that remains intact even during severe fabrication and insures that the paint or enamel finish on a product will look better longer, even with hard use.

Men in the Armco mill ironed out the production bugs and developed the processing technique. Then the field men worked with manufacturers

on their individual problems of drawing, welding and finishing.

So through *research-minded* teamwork ARMCO Cold Rolled PAINTGRIP became a practical reality.

Our experience of over 40 years in producing and applying *special purpose* sheet steels may prove valuable to your company in selecting the grades of steel best suited to your post-war products. And our studies of markets and distribution channels may be of assistance to your sales organization. Consult with us about your requirements. The American Rolling Mill Company, 3221 Curtis Street, Middletown, Ohio.



**Special
purpose
sheet
steels**

for TOMORROW'S PRODUCTS

HELP FINISH THE FIGHT—WITH WAR BONDS

Movie Lot Feud

Grab by the stagehand union brings festering labor row to a head, threatening paralysis to the Hollywood studios.

When two union groups compete for jurisdiction in an industry, a suspicion often arises that one is playing "the bosses' side." Such a suspicion has split Hollywood studio labor into two camps in recent years, and the jurisdictional dispute now seems likely to be brought to a head—possibly with a complete tie-up of the movie industry.

Strike action began last week when 200 were called out at Metro-Goldwyn Mayer; later others went out at Paramount and Columbia.

• **Shades of Bioff**—George E. Brown, who was president of the International Alliance of Theatrical Stage Employees and his "personal representative," Willie Bioff, went to federal prison for extortion from the movie industry, but that celebrated case in no sense removed I.A.T.S.E. from the Hollywood scene. The union continues to be the bargaining agent for some 10,000 studio workers.

But the split that the unsavory Bioff (pronounced "buy-off" in Hollywood) brought into existence in the studio also continues.

• **No Bioffism**—The Conference of Studio Unions was formed as a separate bargaining agency out of various local unions most of which were affiliated with A.F.L. and had no direct theatrical connection, such as the machinists, painters, and electricians. The conference is smaller, perhaps with 7,000 to 8,000 members, but it has no taint of Bioffism. Its president is Herbert Sorrel, capable labor leader in Los Angeles.

Last week found Sorrel in the midst of a major battle with the I.A.T.S.E. the bone of contention apparently being jurisdiction over 15 or 20 decorators.

• **Decorators Shifted**—The dispute decorators had had their own independent union within the conference but decided to affiliate the membership with Screen Set Designers Local 142 of the A.F.L. Painters, Decorators & Paperhangers of America.

I.A.T.S.E. then claimed jurisdiction over the decorators; Sorrel objected; and the fat was in the fire. Richard Walsh, I.A.T.S.E. president, rushed to Hollywood from New York. Conference members began to walk off the job. Overnight an incident took on the complexion of a major battle.

• **Conciliation Flops**—Last week witnessed the failure of U. S. Conciliation

Ernest J. Ruddy to settle the dispute in conferences at which the principals were Casey, labor representative of the movie producers, Walsh, and Sorrel.

The producers maintained in a published statement that the fight was strictly between unions and did not involve them, but that Sorrel, in permitting the conference strikes, had not lived up to the provisions of his contract regulating labor disputes.

I.A.T.S.E. took unfeigned joy at the accusation by others that the conference is Communist-dominated. Sorrel for his part is flinging around accusations that the producers always prefer to deal with a Bioff, whom they could handle in their own way, rather than with reputable labor representatives.

C.I.O. Affiliation Eyed—Some union observers have stated that Sorrel wanted to take the group of unions in his conference out of A.F.L. and affiliate with the C.I.O., where his more radical members would undoubtedly find more congenial company. But this has ceased to be taken seriously.

TRAM TENSION GROWS

Wartime tension in the overburdened street railway systems of the nation showed up again last week when a war veteran motorman and an irate motorwoman walked out on crowded streetcars, snarling traffic and adding to the worries of transit companies bedeviled by manpower shortages.

In Los Angeles, W. F. Norman, 23, who since last April had taken in good humor the complaints, threats, cussing, chiseling, and insults growing out of the war nerves of passengers finally gave up during a rush hour when a passenger complained that he had been shortchanged a penny.

Norman quietly took on the last passengers, collected their fares, picked up his money-changer and lunchbox, and left the car. At the barns when he checked in, and out, for the last time, he said he was "damned glad of it."

In Brooklyn, N. Y., Miriam Offer, operator of a Flatbush streetcar, deserted her passengers after an argument with a traffic officer.

Recognition of the transit problem recently caused the National War Labor Board to set up a bonus plan, permitting operators and maintenance crews additional pay based on the additional work burden (BW—Sep. 23'44, p102).



Does FUBAR describe your office?

"FUBAR," Mr. Office Manager, is unofficial G. I. code meaning "Fouled Up Beyond All Recognition." If such wartime confusion now reigns in your office, the man you most want to see is . . .

**ART METAL'S
"MR. EXPEDITER, O. D."**

He's the man with the know-how and the cheerful smile—the "Doctor of Offices"—whose mission is to help depressed office managers bring order out of wartime tangles. In peacetime, when he can get the

equipment he'd recommend, he would do a more perfect job for you. Yet, even now, he'll know a trick or two to make your life smoother.

There's no charge for his services. Call him in—discuss postwar planning and present difficulties with him. And ask him for a copy of his revealing book, "Office Planning." Do it today—just call your local Art Metal branch or dealer, or write Art Metal Construction Co., Jamestown, N. Y.

Makers of

ART METAL STEEL OFFICE EQUIPMENT

POSTINDEX VISIBLE RECORDS

*WABASH FILING SUPPLIES

*a subsidiary company

BALTIMORE CINCINNATI
BOSTON CLEVELAND
CHICAGO DETROIT

HARTFORD PHILADELPHIA
LOS ANGELES PITTSBURGH
NEW YORK WASHINGTON



Wabash
FILING SUPPLIES



Art Metal
Jamestown, New York
U. S. A.



POSTINDEX

SYSTEMATIZED EQUIPMENT AND RECORDS FOR BUSINESS



A HOT ONE!

Workers' hands are handling some hot ones . . . and workers' hands *must be protected* so that injuries will not cause days—perhaps weeks!—lost from the job.

JOMAC INDUSTRIAL WORK GLOVES are playing a leading role in America's great production record . . . preventing injuries, speeding production, offering new economy features in their long-wear and washability. The unique Jomac fabric is a loop-finished cloth that is thick with protective "cushions." These gloves are available in many styles, including special Heat-Resisting models.

Let us send you the complete details on how economy and increased production are achieved with JOMAC INDUSTRIAL WORK GLOVES.

C. Walker Jones Co., 6135 North Lambert Street, East Germantown, Philadelphia 38, Pennsylvania.



WORKING
IN AMERICA'S
GREAT SHOPS

JOMAC
INDUSTRIAL
WORK GLOVES

Strike Aftermath

Grand jury writes epilogue to Philadelphia transit walkout, indicting 30 strikers, but blaming C.I.O. and federal government.

Charges of political bias and fears of fresh labor trouble on Philadelphia's transit lines have followed last week's federal grand jury indictment of 30 streetcar operators under the Connally-Smith antistrike act for their part in the Philadelphia Transportation Co.'s August strike which started with a government order to upgrade Negro employees (BW—Aug. 12 '44, p. 103).

• **Company Blamed Too**—While the indictments named many persons identified as members of the now defunct P.R.T. Employees Union, and a report blamed the company for a "what's-the-use" attitude, the jury made no reference to Philadelphia stories that the strike was company-fomented, through the employees' union, in an attempt to discredit the Transport Workers Union (C.I.O.) which had won a National Labor Relations Board election and was negotiating a new contract.

Adding fuel to the fire of C.I.O. protests, the jury stated that its members "are interested to note that, countrywide, we have made a long step away from the company union which might, with the right motivation on both sides, have seemed the ideal

method of relations in our industrial life.

• **C.I.O. Criticized**—Furthermore, companion report was strongly critical of an organization, not identified, attempting to develop "a strong central power and government reaching tentacles into every community of a size in the land." Then, later on, errors identified the C.I.O. as the organization meant. One member, Mr. Hugh D. Scott of Germantown, Pa., wife of a Republican member of Congress, stated that it was her "home opinion that the C.I.O. and the government directive (on upgrading Negroes to operating jobs) were the direct causes of the strike."

Repercussions were immediate. Early August, Attorney General Francis Biddle expressed a conviction that there was an under-the-surface conspiracy, political or otherwise, behind the strike. This week James J. Fitzsimmons, international vice-president of the T.W.U., picked up the same line, calling the jury "dominated by reactionary, partisan, Republican thinking."

• **Whitewash Charge**—Fitzsimmons' statement attacked the "whitewashing" of the company and other officials who, he said, "hoped to use this strike for the purpose of disuniting the people and preventing the reelection of President Roosevelt." He called for a new investigation.

Philadelphians who had hoped that the jury could deal decisively with the hot transit issue wondered if it had merely started a fresh melee.



James McMenamin, one of the leaders of the strike which tied up Philadelphia's transit system for a week last August, signs his bail bond after he and 29 others—most of them mem-

bers of the Philadelphia Transportation Co. employees' union—were indicted under the Connally-Smith law. But the grand jury's report was a thorn in the side of the C.I.O. as well.

Frank ROSE FROM THE RANKS

Reading time: 1 minute, 35 seconds.

**We call him "Frank." That is not his given name. But names don't matter. Facts DO. And this story is real fact . . . a true sketch of the business life of an automobile dealer, supported by records in the files of Chrysler Corporation.*

FRANK'S business life started on the very lowest rung of the ladder. But he climbed steadily . . . taking full advantage of every opening that offered. Folks were glad to see him reach higher and higher. They even gave him a push as occasions arose.

The first job he took was washing cars in an automobile dealer's shop. The locale was in a small but thriving steel town. It was 1909. By 1919, he had become successively a mechanic, then shop foreman and service manager.

His boss finally agreed that Frank was equipped for sales work. Here again, Frank's talents marked him for advancement; and having learned every phase of the business the hard way, he was made general manager of the entire operation.

Frank's case is the perfect example of a man who grew with the industry . . . grew because the opportunity was there, and because his initiative was encouraged by everyone.

The chance Frank had his eyes on came in 1930. Thrifty habits and a reputation for knowing his "stuff" among business men and car owners in the community qualified him for a Dodge-Plymouth dealership in his home town. His application was accepted.

That put Frank in business for himself . . . the goal which enterprising Americans have always sought . . . and *will again*. Before the war, he was selling over 1000 cars and trucks a year. His volume exceeded a million dollars in 1941.

Frank's experience is merely another perfect example of how *competitive enterprise* has enabled young and vigorous men of this nation to progress as far as their beliefs, desires and industriousness could take them. It is proof as well that the automobile industry has always been a well paved road to advancement for men of integrity and energy. That goes for its every branch—manufacturing, selling, servicing.

There should again be favorable openings for alert, ambitious fellows to establish themselves in the automobile business. When peace comes once more, this industry will offer them every chance according to their ability.

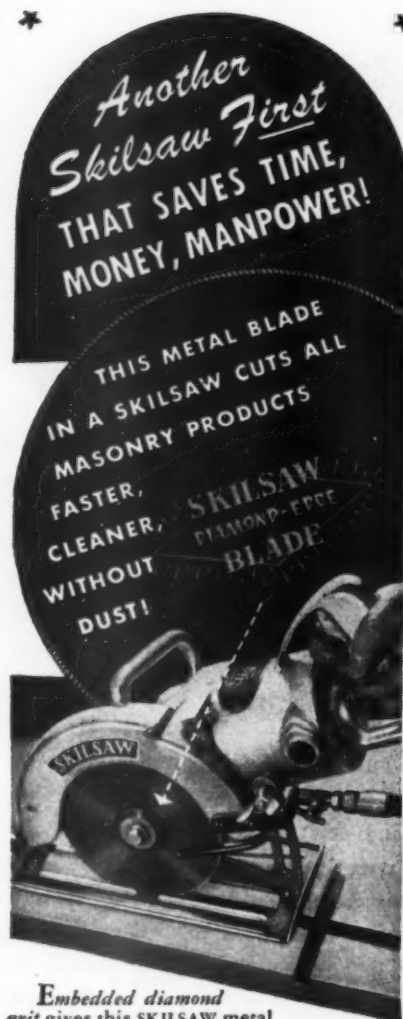
YOU'LL ENJOY MAJOR BOWES, THURSDAYS, 9 P. M., E.W.T., CBS Network

Today dealers handling Chrysler Corporation products provide vital wartime automotive services

Chrysler Corporation

PLYMOUTH • DODGE • DE SOTO • CHRYSLER • DODGE Job-Rated TRUCKS

LET'S ALL BACK THE ATTACK—BUY MORE WAR BONDS



Embedded diamond grit gives this SKILSAW metal blade a faster-working, longer-lasting edge for smoother, cleaner cutting of all masonry products, hardened asbestos cement, glass, and lots of other materials.

Outlasts abrasive discs 5 to 1... there's only 1/8-inch loss of radius during the entire life of the blade. Saves time... eliminates need of frequent adjustment of saw base. It's safer... won't break, won't chip. It's dustless... a practical water feed attachment supplies water to point of cut. This blade cannot be used dry.

Ask your distributor today to demonstrate the greater cutting speed, safety and economy of the SKILSAW Diamond Edge Blade!

SKILSAW, INC., Chicago 30

Skilsaw Tools are sold by leading distributors of hardware, automotive and industrial supplies

SKILSAW
PORTABLE ELECTRIC
TOOLS

MAKE AMERICA'S HANDS
MORE PRODUCTIVE

Case Appealed

Supreme Court to review unfair labor practices ruling. NLRB has hearing in another Georgia antiunion case.

Charges of unfair labor practices against the R. G. Le Tourneau Co., Tournapull, Ga., and the Reynolds Metals Co., Milledgeville, Ga., are being considered by the U. S. Supreme Court and the National Labor Relations Board while efforts to continue organization of the plants by the United Steelworkers of America (C.I.O.) meet new bitter opposition.

• **Several Agents Jailed**—The charges followed a series of disturbances in Georgia that included severe manhandling of labor organizers and the jailing of several union agents under municipal ordinances restricting organizing activities.

The Le Tourneau charges, involving the suspension of two workers for union activity, are before the high court for review on a NLRB appeal from a decision of the Fifth Circuit Court of Appeals.

• **Ruling Appealed**—Specifically, the charges are based upon the right of the union to distribute organizational literature on company property but not on company time. A NLRB directive in October, 1943, ordered the company to permit the distribution of literature outside the plant gates, on a company-owned parking lot; to reinstate with full

pay any suspended workers; and to continue interfering with the employees' right to organize.

Le Tourneau appealed and the Orleans court reversed the decision, cause a general "no-distributing, posting" rule existed on company properties prior to the union organizing campaign.

• **Points at Issue**—The Reynolds charges heard by the NLRB at a special session in the courthouse at Milledgeville—of three Georgia cities with antiorganizing ordinances (BW—Aug. 12'44, p. 1)—contend that the company discharged employees for union activities, that it fostered a company union, and that officials sought to discourage membership in the C.I.O.

One of the bitter points is the union contention that the company has contracts with the C.I.O. or the A.F.L. at all other plants, and that in no other plant is there a company union.

• **Company's Answer**—The C.I.O. charges this is an experiment in bargaining organization and utilizing labor classifications. The company argues that it stands ready to bargain with C.I.O. whenever its local is certified by NLRB, but that the nature of the worker supply is such that classification into higher pay rates is slow.

PACKARD STRIKE ENDS

C.I.O. maintenance workers at Packard Motor Car Co. plant in Detroit, last of a group whose walkout had threatened 300 plants and 1,000,000 workers in the auto capital with id



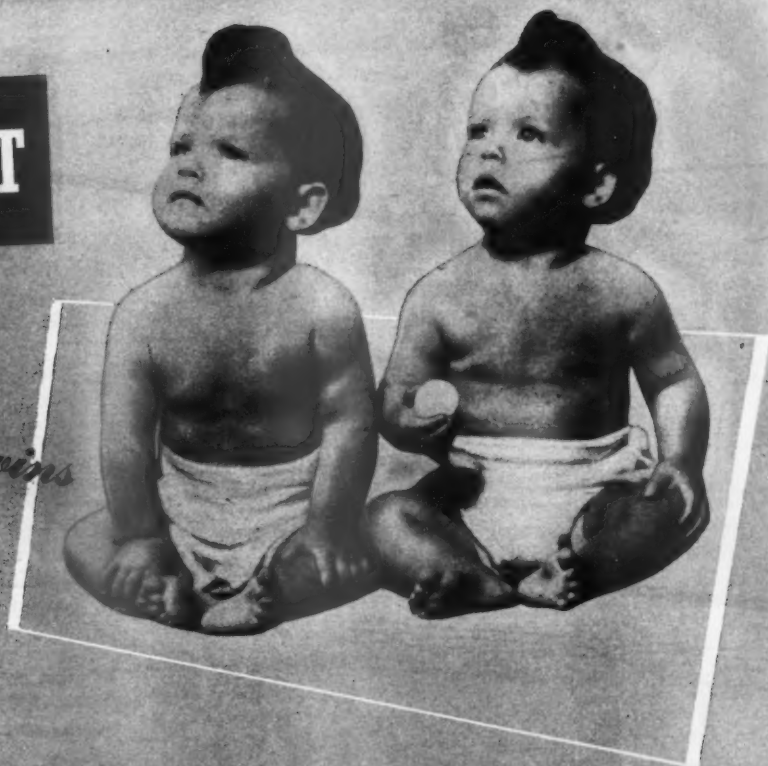
"PILOTS" WANTED

To recruit manpower in a labor-scarce district, the Los Angeles Railway Co. uses the eye-catching insignia made famous by the U.S. Flying Tigers in China. Several streetcars, painted

with the distinctive shark's head, promote the patriotic approach while making their runs on the West Coast which is particularly Pacific-war conscious. Appeals for trolley "pilots" and "home-front aces" are aimed at rounding up some 600 new employees

AS DIFFERENT

as identical twins



YES, they look alike. But the years will bring out appreciable differences between them — differences that may result in far greater success for one than for the other.

Two steam generating installations, too, may look much alike. But there may be inherent differences which will show up in performance over a period of years. One may give long, trouble-free service, while the other may be a source of frequent outages.

Obviously, these unscheduled outages cost more than the expense for repairs. The interruption of steam supply for power or heat entails a series of costly contingent losses all down the line — man hours lost, production schedules upset, output reduced, deliveries delayed, contracts jeopardized, possible loss of an important customer to a competitor — all because of some not too apparent inadequacy of your steam generating equipment.

That is why, of two alternative installations, the cheaper may be the more expensive one in the long run, while the steam generator that costs somewhat more initially may save many times the difference in price. And that's why it pays to buy quality in such basic equipment as steam generating units.

When you select equipment built by Combustion Engineering you are assured long-time, efficient, economical performance — the kind of performance being given today by thousands of installations with long and excellent service records behind them in a diversity of industries all over the world.

A-827

COMBUSTION ENGINEERING

NEW YORK 16, N. Y.

200 MADISON AVENUE



C-E PRODUCTS INCLUDE ALL TYPES OF BOILERS, FURNACES, POLYMERIZED FUEL SYSTEMS AND STORERS; ALSO SUPERHEATERS, ECONOMIZERS AND AIR HEATERS

Tops in Protection



YOUR property is worth "Tops in Protection." So, if you need fence, window guards or wire mesh barriers, write us about your requirements. You can get Cyclone Fence and other Cyclone products right away if you are making war goods and have the proper priority. We'll gladly give you recommendations and an estimate. But if

you are not eligible for fence at this time, it will pay you to plan now for postwar needs. We suggest you mail the coupon for our free, 32-page book on fence. It is packed with pictures and information—facts you will need in selecting the proper fence and other safe-guards for your plant. Send for this useful catalog now—it's free.

CYCLONE FENCE DIVISION (AMERICAN STEEL & WIRE COMPANY)
Waukegan, Ill. • Branches in Principal Cities
United States Steel Export Company, New York



UNITED STATES STEEL

CYCLONE FENCE

Clip this coupon—and send it to:
Cyclone Fence, Waukegan, Ill., DEPT. 404
We'll send you our free, 32-page book on fence.
It's full of facts, specifications, illustrations.
Shows 14 types of fence. Before you choose any
fence for your property, get the facts about Cyclone. Mail this
coupon today.

Name.....
Address.....
City..... State.....
Interested in fencing: ☐ Industrial; ☐ School; ☐ Playground;
☐ Residence. Approximately.....feet.



ness (BW—Oct. 7'44, p101), have heeded demands of the National War Labor Board and their union, the United Automobile Workers, to return to jobs but the national labor scene shows little other encouragement.

Production of aircraft and marine engines by Packard returned to normal after a four-day strike by 1,000 maintenance men forced 25,000 production employees from assembly lines and operations to 25% of normal. The strike ended when Walter P. Reuther, U.A.W. vice-president, announced the NWLB was prepared to take up wage grievances of the C.I.O. Maintenance Construction & Powerhouse Council as soon as work resumed.

The council is seeking a revised wage structure to eliminate differentials between C.I.O. and A.F.L. maintenance men and also between maintenance men and tool and die makers.

The end of the Detroit walkout was marred by new threats of trouble as 1,700 employees of the Electric Illuminating Co., Cleveland, members of the United Utility Workers (C.I.O.), voted 936 to 686 to quit work if necessary to enforce demands that the regional war labor board ratify a labor-management proposal to raise employees' wages 7¢ an hour.

COMPANY SCHOLARSHIPS

College scholarships for deserving sons and daughters of employees of the General American Transportation Corp., offered twice annually in cooperation with the University of Chicago, have been made a part of the company program to improve worker relations.

Employment of a parent at General American for not less than three years is the only requirement for filing applications, and the corporation calls attention to the proper time for applying by published notices in its company papers by notices on bulletin boards, and by announcements through supervisory employees.

Children of officers and directors of the corporation are not eligible.

While applications are first submitted to the company, which sometimes asks for a personal interview, the actual selection is made by the university on the basis of previous training, personal qualifications, and the actual need for financial assistance.

Scholarships are on a one-year basis, \$500 to nonresident students and \$1,200 to resident students. While there is no obligation to renew scholarships, the company policy is to help each student through his entire course to a degree, providing a satisfactory record is maintained.

THE WAR AND BUSINESS ABROAD

BUSINESS WEEK

OCTOBER 14, 1944



The Churchill-Stalin conferences at Moscow will concentrate primarily on problems immediately involving Britain and Russia.

Spheres of influence in the Balkans will be defined, with the Soviets demanding friendly governments and full recognition of Russia's special interests in Rumania, Bulgaria, Yugoslavia, and Hungary. Albania and Greece fall into the British sphere—so far.

Operating pattern to be followed by Russia: the Czech-Soviet pact (BW—Jan.22'44,p104).

Pattern to be followed by Britain: still to be defined.

Don't overlook the significance of last week's meeting in London of President Benes of Czechoslovakia and King Peter of Yugoslavia. **It marks the beginning of a Moscow-sponsored bloc of Slavic nations in the Balkans.**

Note also that the Russians are not supporting Britain and the U. S. in their insistence that the Bulgarians evacuate Thrace, as the Greeks demand. **Moscow's aim is to have an Aegean port in friendly hands.** As long ago as last spring Russia was known to be angling for Dede Agach, in Greece.

Neither London nor Washington intends to bow out of the Balkans yet. Churchill's objective at Moscow is to maintain a political Open Door.

In reaching an agreement on some government for liberated Poland, **look for Russia to win a major victory for its Moscow-sponsored Polish Committee of National Liberation.** But to keep in Britain's favor, some face-saving maneuver will be devised to give the London-backed Polish government-in-exile a place in the new Warsaw regime.

Don't be surprised if Moscow requests full internationalization of the Dardanelles. Turkey is in bad favor with the Russians, and is in no position—politically, economically, or militarily—to force a showdown.

Both Britain and Russia want France as a major partner in the United Nations hierarchy, and some unofficial French observer is probably participating in the Moscow conference.

Detailed plans for policing Germany will be settled at the meeting.

Britain, as eager as the U. S. to get the war over, will insist on a showdown drive for final victory before winter sets in.

Russia, with a major rehabilitation job at home, is willing to allow Germany to suffer through another winter of war, knowing that weather, bombing, and drastic supply shortages would help finish the job.

Though holding the whip hand in political bargaining in eastern Europe, **Moscow isn't being allowed to forget its dependence on western countries (especially Britain and the U. S.) for quick supplies of equipment.**

Shopping list of Russian agencies in the U. S. has recently been enlarged, now includes: shipbuilding equipment, alloy steels, textile machinery, plastics, food processing and canning machinery, masses of construction and road building equipment, and chemical plant machinery, in addition to the machine tools, and the automotive, air, and water transportation supplies sought since early in the year.

Credits for Russia are again under serious consideration in this country.

Offers of individual U. S. companies to finance large Soviet orders still

THE WAR AND BUSINESS ABROAD (Continued)

BUSINESS WEEK
OCTOBER 14, 1944

stand (BW—Apr. 15'44, p111), but the going rate of interest on these deals is high (in the neighborhood of 5% in most cases).

Talk of a special short-term \$100,000,000 credit for Dutch interests at 1½% interest has revived discussion of a long-term government credit of \$2,000,000,000 or more at about 2½% for Russia, but no action can be expected until after the election.

Manufacturers, admitting that Moscow's huge heavy industry orders probably provide only a one-shot business (since the Russians, once their industries are fully established, intend to produce their own goods), welcome the probable orders because they provide transition business in the over-expanded heavy industries.

Don't underestimate the importance of de Gaulle's move to nationalize the coal mines and certain key industries in France (page 124).

In France, the measure is being explained publicly on the basis that it is demanded by Allied military leaders in order to ease the strain on shipping (especially such bulky items as coal) and to meet the demand for military repair bases (the Renault factory can be developed into a major tank repair station).

Actually, France is likely to strike some middle course after the war, though—judging by trends in such scattered areas as Mexico, China, and Britain—government control of business can be expected to increase.

Belgium has presented this country with a knotty trade problem.

The Nazi retreat from northern France and Belgium was so hasty that the enemy had no time to wreck coal mines, utilities, or zinc smelters.

But Belgium has no local supply of zinc. Normally concentrates were imported from Mexico, but Mexico's output is under contract to the Metals Reserve Co. in this country.

Question: Should Metals Reserve sell concentrates to Belgian smelters (which need badly to get into production because of the employment they provide) when they may soon compete with this country's greatly expanded zinc-smelting industry?

Look for no action in any major country on the Dumbarton Oaks proposals for a world security organization until after our November elections.

As proposed, the postwar "league" would be an elaborate organization—an assembly for all member nations, a world court, certain councils to consider economic and social questions, and a security council.

However, only the last would wield any formal authority, and the actual power would rest in the U. S., Great Britain, Russia, China (and eventually France), which would be permanent members (along with six smaller nations rotated on three-year terms) and whose unanimous agreement would be required for any action to keep the peace.

That the voting arrangement agreed upon was not actually included in the Dumbarton Oaks draft was due to the fact that Russia balked at the one exception proposed: If one of the Big Five is charged with aggression, it should not vote.

Soviet suspicion that the western nations, because of differences in ideologies, would gang up against Russia in such case is behind Moscow's refusal, so far, to agree to any proposal whereby four permanent members could swing the league into action against the fifth.

Relief Jogged Up

UNRRA turns heat on participating countries to make their payments, and on Combined Boards for supplies.

Spurred by the knowledge that liberation of Europe is moving faster than preparations for aiding distressed countries, the United Nations Relief & Rehabilitation Administration is getting down to cases, putting pressure on member states for specific information and money, and needling the Combined Boards to make supplies available.

Squeeze Tightened—Where UNRRA's needs have not conflicted with war production or military relief procurement, the Combined Boards have given a green light. This has been the case, more or less, for pesticides, grains (except rice and barley), seeds, cotton, lime, construction hand tools, first-aid kits, and motorcycles. But these were small orders. When it came to a billion yards of cotton and rayon, 500,000 yd. of woollens and knit goods, 78,500,000 pairs of shoes, and jute bagging, however, the squeeze was tight.

At the moment, the status of UNRRA's big procurement schedules is as follows:

With military relief needs jamming shoe production facilities, the Combined Production & Resources Board can so far make way for only 12,000,000 pr. in the U.S. and 400,000 pr. in the United Kingdom.

CPRB has approved WPB's allocation to the Foreign Economic Administration of 150 trucks while it surveys other possible sources.

The U.S. is committed to produce 2,000,000 yd. of rayon, with another 16,000,000 envisaged. It will tentatively accept orders for 500,000,000 yd. of cottons, while 1,000,000 yd. will come from Brazil in 1945.

The Treasury Procurement Division is planning for 14,000,000 yd. of woollens, and will soon seek as much more. The United Kingdom and Canada will provide 7,000,000 yd. and 2,225,000 yd. respectively; Canada will make its share into 1,630,000 garments. More than 200,000 yd. will come from China.

CPRB has tentatively allocated part of the Army's and UNRRA's 18-month request of 186,000 tons of farm machinery among producers: the U.K. has 20,000 tons on order, and Canada and the U.S. are providing 24,000 and 50,000 tons respectively. The U.S. will set aside 100,000,000 lb. of canned meat and an equal amount of fat from 1944 supplies, and by the middle of 1945 will provide 38,000 tons of canned

and 10,500 tons of salted fish—Canada, Newfoundland, and Iceland will each supply substantial amounts.

The Combined Food Board has arranged for the setting aside of 50,000 tons of soap in the U.S., and 17,500 tons in Canada on UNRRA's request for 200,000 tons.

A request for 867,500 tons of pyrites (for fertilizer) has been brushed off with the suggestion that it can best be found later in Spain, Cyprus, Norway, and other parts of Europe.

As to binder twine needs, the Combined Raw Materials Board promises only 10,000 tons from the U.S. and 6,000 tons from the U.K. on a 44,000-ton order. With jute critically short, CRMB stands to get only 70,000 tons of jute bags of the 105,000 tons UNRRA asked for.

A dozen other supply schedules are before the Combined Boards now and will be allocated shortly.

Time Is Short—The Montreal conference of UNRRA was an occasion for emphasizing the shortness of time remaining before the agency will be asked to go to work in the liberated countries. Hence, Director General Herbert H. Lehman's formal progress report to the UNRRA council was a polite but firm reprimand to nations which have not yet provided funds, to the technical staffs of each which have failed to provide explicit estimates of needs, and to the Combined Boards for alleged inaction on interim requests for supplies.

Results have been beneficial. UNRRA expects to get more funds quickly, to clarify a half-dozen operating problems, speed the stockpiling of supplies, and to get firm production commitments in the U.S., United Kingdom, and Canada.

Bookkeeper's Nightmare—The financial outlook is complex, and the bookkeeping prospect fantastically involved. Only a part of 1944 administrative expenses were paid in, and operating funds are short. With each member asked to appropriate 1% of estimated 1942-43 national income (to produce about \$2,000,000,000), UNRRA has about \$1,200,000,000. Of the \$800,000,000 credited to the U.S., \$350,000,000 is to be transferred from lend-lease "in an emergency." Britain gave \$320,000,000, Canada \$77,000,000, and a few others appropriated smaller amounts.

In addition, UNRRA funds, credits, or supplies will come from:

- (1) British, Canadian, and American military stocks distributed in battle zones, to be credited as each country's contribution to UNRRA.
- (2) Liberated countries (not asked to put up money, although some did for prestige reasons) which will supply currency and services to UNRRA when it moves in.
- (3) Sale of supplies on the spot, money to revolve in the central fund.
- (4) Neutrals (Sweden has appropriated



Fleeing in horsecart, Dutch evacuees from Kerkrade represent the liberated peoples of western Europe who will remain the charges of the Allied

military machine until it gives the go-ahead signal to the United Nations Relief & Rehabilitation Administration to take over the job.



SPIRITS OF VICTORY

With gasoline the heartblood of Allied air forces and mechanized ground units punching holes in Germany's Westwall, anything that resembles a tank car is commandeered to keep the stream flowing. And the urgency is illustrated at a supply depot in southern France where Brig. Gen. Gordon P. Saville of the 12th Tactical Air Command handles the hose nozzle during the loading of a tank car which previously was used to carry wine.

\$75,000,000; Argentina has provided a wheat pool).

(5) Surpluses in liberated areas, sold or bartered locally or throughout Europe.

(6) Private charities everywhere—the biggest U. S. pool has put up \$50,000,000.

• **Military Raid**—UNRRA's existence has been harried. It inherited estimates of Europe's needs from the Inter-Allied Committee on Postwar Requirements in London, but these were promptly stolen by the military and scaled down to meet the exigencies of providing relief in the midst and immediately to the rear of battles.

So UNRRA had to pick up the pieces, and plan for the twelve months following military relief. It also had to take the end of the line before the Combined Boards on its requests for procurement.

• **Revisions Proposed**—So far, only interim estimates of needs have been acted on by the boards. The various countries of western Europe have been asked to revise their estimates and then figure priority of needs in case only 50% or 75% can be moved with available ships.

UNRRA's fear is that large areas of Europe might be ready for relief before its funds have been fully provided,

specific needs assayed, and orders placed with the appropriate national procurement agencies.

• **OFRRO Got a Start**—This picture has its bright side, however. During the months when UNRRA was only a draft proposal, the U. S. was siring the Office of Foreign Relief & Rehabilitation Operations, putting Herbert Lehman at its head, building a staff of experts (many drawn from Herbert Hoover's World War relief organization), and quietly stockpiling relief supplies—food, clothing, drugs, and other equipment—with presidential funds.

This backlog of supplies—running to at least \$500,000,000 (BW—Nov. 6 '43, p17)—does not "belong" to UNRRA. The U. S. Army draws upon it now, but in the event the Army turns relief over to UNRRA in any area before the end of six months, UNRRA will receive enough of this stockpile to complete that period.

• **Governments Blamed**—Although the military stymied UNRRA and relieved it of much of its basic research data, the Combined Boards subtly imply that UNRRA has been tardy in submitting estimates. Of 17 programs submitted to CPRB, twelve were put through in August—just before the UNRRA conference. UNRRA can lay much of the blame on the doorstep of the various governments, the rest on the military for hogging output of relief goods.

The Combined Boards, on the other hand, not only must allocate production without interfering with urgent military schedules, but must consider conservation of shipping, seek out the best price (cheapest wheat, for instance, is not found in the U. S.), and spend at least 90% of each country's contribution in that country. It is a complex formula.

• **Individual Procurement**—In addition, UNRRA's charter permits procurement by the individual liberated countries—although these, in most cases, must place their orders with national agencies responsible directly or indirectly to the Combined Boards. Procurement is also possible in neutral or liberated areas. Stockpiles in colonial areas (such as French North Africa) must be deducted from over-all estimates to guarantee equitable treatment of all liberated areas.

Meanwhile, although UNRRA is hastening to complete its specifications and get firm production commitments, the military authorities are expanding their conception of military relief (to include repair of factories for munitions and relief production) and foreign purchasing agencies are laying their contracts before individual manufacturers. There is yet a danger that UNRRA will get crowded out of many production facilities it should have obtained.

Transport Setup

International agency will meet emergency rail, waterway and road needs of liberated areas in western Europe.

A new agency for the coordination of transport in liberated Europe has been formed, and a skeleton crew of trained experts is about to leave for the continent.

• **To Meet an Emergency**—The European Inland Transport Organization is, like the Combined Board (BW—Jan. 29 '44, p55), an international agency designed to fill a specific emergency need. It will handle rail, road and waterway transport immediately behind the battle lines in western Europe.

Military transport is outside EITO's scope. But urban transport, intercity communications, city supply, movement of imports and exports within and between liberated areas, and the pooling and acquisition of facilities to do these jobs are on EITO's agenda. It will also supervise the use of equipment brought in by the United Nations Relief & Rehabilitation Administration and movement of relief supplies to distribution centers.

• **Exploring the Job**—The agency has only begun to explore the vast possibilities of its job. How extensive German looting of transport equipment has been, or how much may be wrecked in continuing battles can only be guessed. And how limited will be the supplies of coal and motor fuel after all military needs have been met cannot be predicted. EITO will seek answers to these questions.

The international character of EITO will add to its effectiveness, since it will have jurisdiction over all nonmilitary equipment. Hence, there will be virtual pooling of western European equipment pending the arrival of additional trucks, locomotives, rolling stock and river barges to make normal, unregimented operations possible.

• **Estimates Are Tentative**—The experts who will staff EITO have tentatively estimated the transport requirements of Europe, country by country and by types of equipment, and these estimates have been approved by the Combined Production & Resources Board. CPRB has allocated quotas to individual countries for procurement in Great Britain, Canada, and the United States. Procurement agencies in these nations and Allied purchasing missions have begun ordering and arranging payment for transport equipment.



You can be a Delegate at the Peace Table

You can be a delegate at the Peace Table if you start asking yourself, right now, "What kind of peace do I want?"

You ask and understand and make up your mind—if the rest of us do—we will have our representatives at the Peace Table the authority which comes from knowing the heart and mind of the nation.

That is why you will be at the Peace Table, and you and the rest of us *must* be there: that is the only way for Democracy to work.

You, as a citizen of this democracy, have the obligation to be one of the deciders in this hour of decision. But first, you must have the truth—and an understanding of the forces which are shaping tomorrow's world.

You, as an owner of a radio set, can gain this understanding—through an aspect of democracy which the peace-makers of the last war knew little about—*through radio*.

Radio brings you *not only* the story of events as they unfold—but radio has even freedom of speech a new dimension national impact of free speech that is formed and intelligent.

Perhaps more than any other network, the Blue Network sees in the power of radio the deep obligation to serve its millions of listeners—an obligation embodied in the Blue policy—"In the Service of The People."

In living up to its policy, the Blue presents to its listeners a three-part service of programs—(1) the running story of events, (2) courageous as well as sense-making analysis and commentary and (3) the greatest of all—*free and many-sided* discussion. Typical of this three-part service are three programs devoted to the cause of better understanding of the world and the problems of peace:

AMERICA'S TOWN MEETING OF THE AIR

(Thursdays—8:30-9:30 PM EWT)

a program which presents both sides of all the fundamental issues facing our people—a program which extends the democratic influence of the old town meeting into millions of homes—which expands its topics from the old local to the new national and international scope of interest and importance. A program which sheds light—revitalizes freedom of speech—promotes understanding.

TIME VIEWS THE NEWS

(Monday-Friday—4:30-4:45 PM EWT)

a program which gives the story of the

news in terms of first-hand, on-the-spot dispatches from the 200 reporters and foreign correspondents forming one of the world's most dynamic news-gathering groups—the world-wide organization established by TIME and LIFE magazines—a program which brings the global picture into sharper focus in millions of homes.

WAR CORRESPONDENTS ABROAD

(Monday-Friday—Daily at Varied Times)

a program presenting the Blue's own corps of 18 experienced men—such as George Hicks, Ted Malone, Clete Roberts, William Ewing, Gordon Fraser—located in such vantage points as London, Paris, Rome, Cairo, Chungking, Australia, and Pearl Harbor.

In addition to these and to the news—the Blue brings you the analyses of such celebrated commentators and reporters as Raymond Gram Swing, Leland Stowe, Drew Pearson, Walter Winchell, Dorothy Thompson and Earl Godwin.

Through these programs and services, the Blue helps you to understand the world—to make up your mind—to become a delegate at the Peace Table where—with your help—your representatives will shape the Peace you want.

The Blue Network
American Broadcasting System, Inc.

"IN THE SERVICE OF THE PEOPLE"

**YOUR BONDS
MEAN
DEAD JAPS!**

Hotel
Lennox
St. Louis

MOORE Method MAPTACKS

Most complete line available. Includes the popular "Civilian Defense" insignia tacks. At stationery and map stores.

MOORE PUBLISHING CO. PHILADELPHIA, PA.

INVENTION NEEDED

Established, well financed manufacturer with national distribution is interested in new products for postwar manufacture and sale. Interested primarily in domestic electrical appliances. State nature of device but do not send drawings or details unless patented.

P. O. Box #322 Rochester 2, New York

LEGAL NOTICE

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC. REQUIRED BY THE ACTS OF CONGRESS OF AUGUST 24, 1912, AND MARCH 3, 1933

Of Business Week, published weekly at Albany, New York for October 1, 1944.

State of New York) ss.
County of New York)

Before me, a Notary Public in and for the State and county aforesaid, personally appeared Joseph A. Gerardi, who, having been duly sworn according to law, deposes and says that he is the Secretary of the McGraw-Hill Publishing Company, Inc., publisher of Business Week and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, to wit:

1. That the name and address of the publisher, editor, managing editor, and business manager is: Publisher, McGraw-Hill Publishing Company, Inc.; Editor, Ralph Smith; Managing Editor, Louis Ensel; Business Manager, Paul Montgomery; all of 330 West 42nd Street, New York City.

2. That the owner is: McGraw-Hill Publishing Company, Inc., 330 West 42nd Street, New York City. Stockholders holding 1% or more of stock: James H. McGraw; James H. McGraw, Jr.; James H. McGraw, Jr.; Curtis W. McGraw and Edwin S. Wiley, Trustees for: H. W. McGraw, J. H. McGraw, Jr., D. C. McGraw, C. W. McGraw, Curtis W. McGraw, Donald C. McGraw; all of 330 West 42nd Street, New York City; Edwin S. Wiley and Curtis W. McGraw, Trustees for: J. H. McGraw, 3rd, Madison, New Jersey; Mildred W. McGraw, Madison, New Jersey; Wilson C. Lauck, Spruce and Canal Sts., Reading, Pa.; Grace W. Mehren, 73 No. Country Club Dr., Phoenix, Ariz.; Margaret Stump, 1418 Rose Virginia Rd., Wyomissing Park, Reading, Pa.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and that affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

JOSEPH A. GERARDI,
Secretary

McGraw-Hill Publishing Company, Inc.
Sworn to and subscribed before me this 28th day of September, 1944.

[SEAL] ELYA G. MASLIN

(My commission expires March 30, 1946)

CANADA

Pressure Easing

Controls on newsprint are slated for relaxation. Lumber industry will decide for itself whether regulations stick.

OTTAWA—Canada will shed business controls faster than it put them on. The process is well under way. First Donald Gordon, Wartime Prices & Trade Board chairman, lifted a batch of restrictions (BW—Sep. 16 '44, p116); then Munitions & Supply Minister C. D. Howe opened the door to the elimination of all production curbs with the defeat of Germany. (BW—Sep. 30 '44, p116).

● **Newsprint Order to Die**—Now WPTB is preparing to wash out the most severe of its restraints on nonwar industry, Order No. 222, under which output of newsprint mills was allocated and profits shared through a WPTB-operated pool for compensation of firms whose production was cut (BW—Oct. 31 '42, p66). This was to be a model for concentration of Canadian industry, but control officials never went any further. Recent removal of power restrictions enables WPTB to emancipate newsprint producers from these two-year-old controls.

Additional indication of the way the wind blows in Canada is the willingness of Munitions & Supply Dept. to let the lumber industry elect whether it will go on its own or remain under control after Germany is downed. The impending federal election is blamed for this offer to an industry whose product is due to remain in critical supply for some time to come.

● **Butter on the Bread**—With domestic sales under price ceilings, lumbering profits come from exports—to the United States and the United Kingdom, principally—which are under strict control, and it is likely that the industry will elect to remain under Ottawa guidance.

Labor Minister Humphrey Mitchell is keeping in step, projecting removal of job controls.

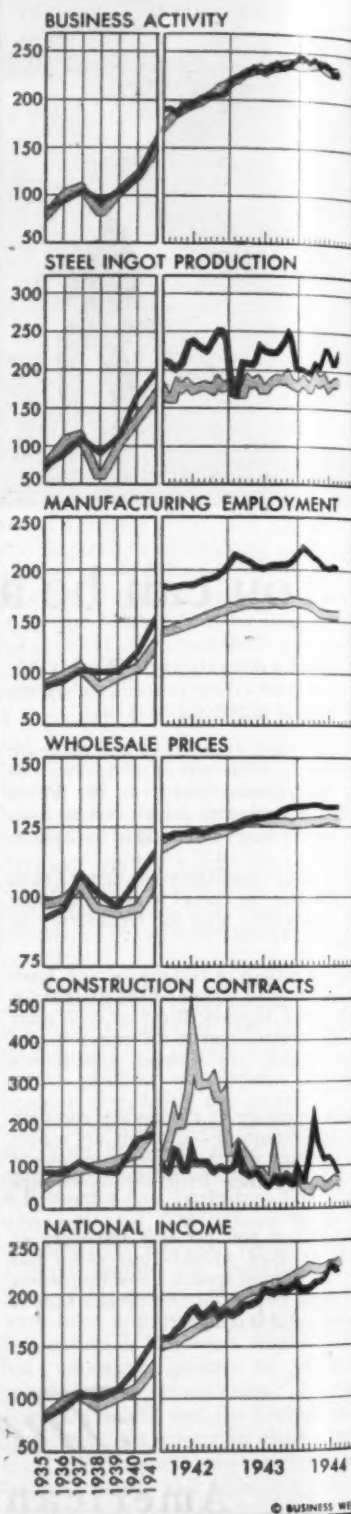
First to go will be the controls on school teachers. Restrictions on hiring and firing won't last much longer, but employers will still have to do paper work for Ottawa on records of engagements and dismissals for use of new social security and veterans' welfare administrations.

Wage ceilings will stick as long as

TREND OF BUSINESS CANADA AND U.S.A.

1935-39 = 100

CANADA — U.S.



price controls—well into the transition period.

• **Salary Controls Held**—Last week Finance Minister J. L. Ilsley sidestepped a request from the Canadian Chamber of Commerce to ease salary controls, fearing flarebacks from labor.

RECONSTRUCTION HEAD

Prime Minister W. L. Mackenzie King has decided to create the Reconstruction Dept. authorized by Parliament last spring. Munitions Minister Clarence Decatur Howe will head the new department, but retain his war job.

The department will be largely responsible for finding jobs for a million more Canadians than were gainfully employed before the war. It will plan government undertakings to supplement employment opportunities provided by industry, and give aid and guidance to private enterprise.

Howe gave business a glimpse of his policies last week at the celebration marking the 60,000,000th pound of synthetic rubber produced by Canada's year-old \$51,000,000 Sarnia (Ont.) plant. He said Canada intends to turn over government-owned plants to private enterprise or scrap them.

BANKS "PROSPECT"

Three of Canada's ten chartered banks now have branches in the frozen North, at Yellowknife, near Great Slave Lake in the Northwest Territories.

Canadian Bank of Commerce has been there since 1938, but the Bank of Toronto recently rented a log cabin, and the Imperial Bank of Canada has rented half of the town's pool room—plus its safe, until one can be sledged in this winter.

Yellowknife is 750 mi. north of Edmonton, starting point of the Alaska Highway, and is the site of five big gold mines which have turned out \$13,000,000 of the precious metal since the start of the war.

APPLE CROP FOR JUICE

Canada will cut its canned grapefruit imports 50% from last year's 700,000 cases, and will drink instead 400,000 cases of domestically packed apple juice fortified with vitamin C (ascorbic acid).

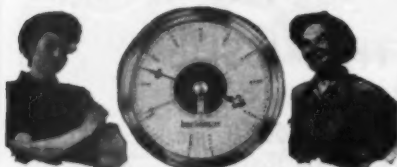
This will solve the problem of what to do with the Dominion's bumper apple crop, and reduce the cost to the treasury of subsidizing price ceilings. Grapefruit juice is bought exclusively by Commodity Prices Stabilization Corp., an agency of Wartime Prices & Trade Board, and distributed to priority users and the trade.

ADVERTISERS IN THIS ISSUE

Business Week—October 14, 1944

ACME ALUMINUM ALLOYS, INC.....	88	INVESTORS MUTUAL, INC.....	58
Agency—Keele & Stiles Co.		Agency—Batten, Barton, Durstine & Osborn, Inc.	108
ADVERTISERS PUBLISHING CO.....	58	C. WALKER JONES CO.....	43
Agency—Martin Adv. Agency		Agency—Gray & Rogers	
ALUMINUM ORE COMPANY.....	44	JONES & LAMSON MACHINE CO.....	43
Agency—Fuller & Smith & Ross Inc.		Agency—Henry A. London Adv.	
AMERICAN APPRAISAL CO.....	122	THE KAYDON ENGINEERING CORP.....	42
Agency—Klan-Van Pletersom-Dunlap Assoc., Inc.		Agency—Klan-Van Pletersom-Dunlap Assoc., Inc.	
AMERICAN FELT CO.....	32	GEORGE LA MONTE & SON.....	3
Agency—G. M. Basford Co.		Agency—Samuel C. Crost Co., Inc.	
AMERICAN MUTUAL LIABILITY INS. CO.....	101	THE LIQUIDOMETER CORP.....	122
Agency—McCann-Erickson, Inc.		Agency—Lucerna Co., Inc.	
THE AMERICAN ROLLING MILL CO.....	104	MANNING, MAXWELL AND MOORE, INC.....	72
Agency—N. W. Ayer & Son, Inc.		Agency—Briggs & Varley, Inc.	
ANCHOR POST FENCE CO.....	24	MARYLAND CASUALTY CO.....	23
Agency—Van Sant, Dugdale & Co., Inc.		Agency—J. M. Mathes, Inc.	
ART METAL CONSTRUCTION CO.....	107	MCGRAW-HILL BOOK CO., INC.....	94
Agency—McLean Erickson, Inc.		THE MICHAELS ART BRONZE CO., INC.....	83
BAKER INDUSTRIAL TRUCK DIV. THE		Agency—Jas. Orr Co.	
BAKER RAULAND CO.....	51	MODINE MANUFACTURING CO.....	36
Agency—G. M. Basford Co.		Agency—The Cramer-Krasselt Co.	
BARRETT-CRAVENS CO.....	45	MONSANTO CHEMICAL CO.....	4th Cover
Agency—The Buchen Co.		Agency—Gardner Advertising Co.	
BLACK & DECKER ELECTRIC CO.....	98	MOORE PUSH-PIN CO.....	120
Agency—The Buchen Co.		Agency—Barrie A. Buckle Organisation	
BLACKHAWK MFG. CO.....	27	MORTON MANUFACTURING CO.....	8
Agency—Klan-Van Pletersom-Dunlap Assoc., Inc.		Agency—Spencer W. Curtiss, Inc.	
THE BLUE NETWORK.....	119	NATIONAL ACME CO.....	73
Agency—Geyer, Cornell & Nowell, Inc.		Agency—Fuller & Smith & Ross Inc.	
BOJENS AIRPLANE CO.....	61	NAPA EXPOSITION OF POWER AND M.E. 92	
Agency—N. W. Ayer & Son, Inc.		Agency—O. S. Tyson & Co., Inc.	
THE BULLARD CO.....	86	NEKOOSA-EDWARDS PAPER CO.....	8
Agency—James Thomas Chirrup Co.		Agency—The Cramer-Krasselt Co.	
THE PHILIP CAREY MFG. CO.....	55	NORTHERN PACIFIC RAILWAY CO.....	82
Agency—The S. C. Baer Co.		Agency—Batten, Barton, Durstine & Osborn, Inc.	
CHAIN BELT CO.....	99	NORTON CO.....	63
Agency—The Buchen Co.		Agency—John W. Odlin Co., Inc.	
CHRYSLER CORP.....	109	OLIVER IRON & STEEL CORP.....	69
Agency—Ruthrauff & Ryan, Inc.		Agency—Walker & Downing	
CLAYTON MFG. CO.....	46	OPERADIO MFG. CO.....	67
Agency—West-Marquitt, Inc.		Agency—Howard H. Monk & Associates	
CLEAVER-BROOKS CO.....	104	OREGON JOURNAL.....	26
Agency—Klan-Van Pletersom-Dunlap Assoc., Inc.		Agency—Short, Baum & Christling	
COLUMBIA CHEMICAL DIV., PITTSBURGH		PENN ELECTRIC SWITCH CO.....	6
PLATE GLASS CO.....	39	Agency—The Buchen Co.	
Agency—Ketchum, MacLeod & Grove, Inc.		ALBERT PICK CO., INC.....	38
COMBUSTION ENGINEERING CO., INC.....	111	Agency—Earle Ludgin Co.	
Agency—G. M. Basford Co.		PORTER-CABLE MACHINE CO.....	56
CONTAINER CORP. OF AMERICA.....	96	Agency—Barlow Adv. Agency, Inc.	
Agency—N. W. Ayer & Son, Inc.		PORTLAND CEMENT ASSOCIATION.....	97
CRANE CO.....	103	Agency—Boche, Williams & Cleary, Inc.	
Agency—The Buchen Co.		PULLMAN-STANDARD CAR MANUFAC-	
CUTLER-HAMMER, INC.....	12	TURING CO.....	35
Agency—Ketchum, MacLeod & Grove, Inc.		Agency—Charles Daniel Frey Co.	
CYCLONE FENCE CO.....	112	QUINCY COMPRESSOR CO.....	78
Agency—Batten, Barton, Durstine & Osborn, Inc.		Agency—W. Ramsor Co.	
DAVISON CHEMICAL CORP.....	76	RAILWAY EXPRESS AGENCY, INC.....	40
Agency—Benjamin Ehlman Co.		Agency—The Caples Co.	
A. B. DICK CO.....	25	RELANCE ELECTRIC & ENGINEERING	
Agency—Leon Burgett Co., Inc.		CO.....	74
DODGE MFG. CORP.....	93	Agency—Maddum and Furzanth, Inc.	
Agency—Klan-Van Pletersom-Dunlap Assoc., Inc.		REVERE COPPER AND BRASS, INC.....	50
DOW CHEMICAL CO.....	49	Agency—St. Georges & Keres, Inc.	
Agency—MacManus, John & Adams, Inc.		REYNOLDS METALS CO.....	29
EATON PAPER CORP.....	58	Agency—J. Walter Thompson Co.	
Agency—Geyer, Cornell & Nowell, Inc.		RISEING PAPER CO.....	70
EDISON STORAGE BATTERY DIV. THOMAS		Agency—J. M. Mathes, Inc.	
A. EDISON, INC.....	2	ROHM & HAAS COMPANY.....	114
Agency—O. S. Tyson & Co., Inc.		Agency—Newell-Emmett Co.	
EITEL-MCCULLOUGH, INC.....	37	SKILSAW, INC.....	110
Agency—L. C. Cole, Adv.		Agency—Earle Ludgin Co.	
ELECTRO MOTIVE DIV. OF GENERAL		THE W. W. SLY MFG. CO.....	52
MOTORS CORP.....	67	Agency—The Bayless-Kerr Co.	
Agency—Arthur Kuder, Inc.		SOUTHERN RAILWAY SYSTEM.....	59
EMPLOYERS MUTUAL LIABILITY INS. CO.		Agency—Newell-Emmett Co.	
OF WISC.....	58	STATE OF TENNESSEE.....	64
Agency—Daniel H. Storey		Agency—C. P. Clark, Inc.	
FIRESTONE TIRE & RUBBER CO.....	75	THE STUDEBAKER CORP.....	30
Agency—Young & Rubicam, Inc.		Agency—Boche, Williams & Cleary, Inc.	
FRANKFORT DISTILLERIES, INC.....	3rd Cover	TAFT-PEIRCE MFG. CO.....	102
FULTON SYLPHON CO.....	57	Agency—Rutherford-Abbott	
Agency—J. Walter Thompson Co.		TAYLOR INSTRUMENT COS.....	91
GAYLORD CONTAINER CORP.....	77	Agency—Batten, Barton, Durstine & Osborn, Inc.	
Agency—Outchish French & Assoc.		TENSION ENVELOPE CORP.....	92
GENERAL BOX CO.....	46	Agency—Abbott Kimball Co., Inc.	
Agency—The Buchen Co.		TWIN DISC CLUTCH CO.....	47
GENERAL ELECTRIC CO.....	14	Agency—Spencer W. Curtiss, Inc.	
Agency—Leitch & Nelson		UNDERWOOD ELLIOTT FISHER CO.....	89
THE E. F. GOODRICH CO.....	1	Agency—Marchalk and Pratt Company	
Agency—The Griswold-Ehlman Co.		UNION METAL MFG. CO.....	60
GRAHAM TRANSMISSIONS, INC.....	123	Agency—The Griswold-Ehlman Co.	
Agency—Hoffman & York		U. S. INDUSTRIAL CHEMICALS, INC.....	85
GRAYBAR ELECTRIC CO.....	62	Agency—Geyer, Cornell & Nowell, Inc.	
GRINNELL CO., INC.....	40	WARNER & SWASEY CO.....	2nd Cover
Agency—Horton-Nores Co.		Agency—The Griswold-Ehlman Co.	
GULF OIL CORP.....	11	WEBSTER ELECTRIC CO.....	63
Agency—Horton-Nores Co.		Agency—J. B. Hamilton Adv. Agency	
HEIN-WERNER MOTOR PARTS CORP.....	24	WESTERN CARTRIDGE CO.....	95
Agency—Arthur B. Moore, Inc.		Agency—D'Arcy Advertising Co., Inc.	
JOSHUA HENDY IRON WORKS.....	71	WESTERN ELECTRIC CO.....	33
Agency—West-Marquitt, Inc.		Agency—Newell-Emmett Co.	
THE HINDE & DAUCH PAPER CO.....	90	WESTINGHOUSE AIR BRAKE CO.....	113
Agency—Henry Strick Adv. Agency		Agency—Ketchum, MacLeod & Grove, Inc.	
HOTEL LENOX.....	120	WESTINGHOUSE ELECTRIC & MFG. CO.	80, 81
Agency—Gardner Advertising Co.		Agency—Fuller & Smith & Ross Inc.	
E. F. HOUGHTON & CO.....	105	YORK ICE CORP.....	4
Agency—Geyer, Cornell & Nowell, Inc.		Agency—J. M. Mathes, Inc.	
HUNTER ELECTRO-COPYIST, INC.....	65	YOUNGSTOWN SHEET AND TUBE CO.....	79
Agency—Bayer Adv. Agency, Inc.		Agency—The Griswold-Ehlman Co.	
HYATT BEARINGS DIV. GENERAL			
MOTORS CORP.....	68		
Agency—Campbell-Braid Co., Inc., Eastern Div.			

TODAY OR POST-WAR!



It Is Important to Measure Valuable Stored Liquids Accurately With—

LIQUIDOMETER Tank Gauges

"THEY'RE ALWAYS DEPENDABLE"

100% automatic.

No pumps, valves, or auxiliary units needed to read them.

Models available for either remote or direct readings.

Accuracy unaffected by specific gravity of tank liquid.

Approved by Underwriters' Laboratories for gauging hazardous liquids.

Write for complete details.

THE **LIQUIDOMETER** CORP.
53-11 SKILLMAN AVE. LONG ISLAND CITY, N.Y.

Property Facts Will Help..



The **AMERICAN APPRAISAL** Company
CONSULTANTS IN PROPERTY MATTERS

THE MARKETS

(FINANCE SECTION—PAGE 70)

Stock market price levels haven't been entirely invulnerable lately, and when declines were chalked up by 507 of the 836 issues traded on the New York Stock Exchange during Monday of this week the shares listed on the Big Board suffered their worst setback in about a month.

• **Higher Levels Noted**—But no really acute selling pressure has been noticeable recently. All the spells of weakness have been short-lived. Aside from the occasional corrective moves, thus far in October stocks generally have been showing a rather persistent daily tendency to work up to higher levels.

Probably the groups scoring the most outstanding gains of late have been the aircraft manufacturing, transport, coal, copper, shipbuilding, shipping, and steel stocks.

• **Gains Were Expected**—The uptrend in these sections of the list hasn't surprised most brokerage circles, since prices of most of war stocks by last summer had been pretty thoroughly deflated, and even then they appeared to many market observers about ripe for at least a technical rally.

But those stocks haven't been entirely monopolizing the spotlight. Many others, including such higher-priced blue chip issues as Allied Chemical, J. C. Penney, and Sears, Roebuck shares, have been advancing faster than the market as a whole.

Certain "cats-and-dogs" favored earlier this year by speculators (BW—Jul. 1 '44, p118) have been quite prominent of late, as evidenced by the trading on

Tuesday of this week when Commonwealth & Southern common, a \$1 long-shot, was the Big Board's most active issue and Graham-Paige, available at \$5.25, the runner-up.

• **Volume Is Slack**—However, the recent rising trend in stock prices hasn't been able to generate any real increase in market activity, and daily trading volume for some time has been of quite mediocre proportion.

It is still evident that relatively few investors have been able to decide just what effect reconversion problems will have on stock market prices. And until the mass reaction is known, more conservative market prognosticators are suggesting cautious stock trading programs.

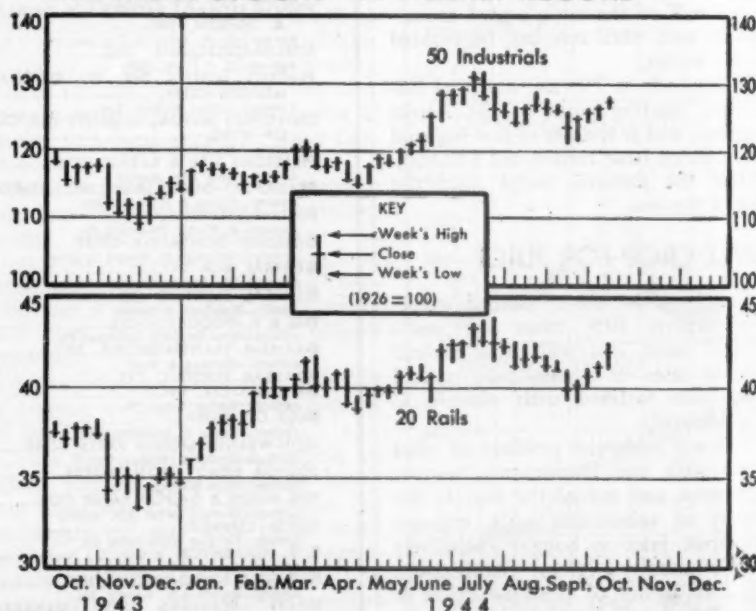
• **Seats at New High**—Nevertheless there are still some who haven't any serious misgivings concerning the size of trading activity once the reconversion outlook is clarified, judging from the recent trading in New York Stock Exchange memberships (BW—Mar. 25 '44, p83). One sale was recently arranged at a price of \$75,000, a new high since November, 1938.

Security Price Averages

	This Week	Week Ago	Month Ago	Year Ago
Stocks				
Industrial ...	127.5	126.3	123.6	115.6
Railroad	42.0	41.2	39.9	37.2
Utility	55.7	55.0	54.6	50.2
Bonds				
Industrial ...	120.0	119.7	119.9	117.3
Railroad	108.9	107.8	106.8	98.1
Utility	116.8	117.2	116.4	115.3

Data: Standard & Poor's Corp.

COMMON STOCKS—A WEEKLY RECORD



Data: Standard & Poor's Corp.

© BUSINESS WEEK

THE TRADING POST

Cost—and Value

One of the toughest problems in connection with the transition from war to peace will be that of surplus disposal because of the inevitable conflict between economic values and political expediency.

Millions of dollars have been spent to set up the machinery and to get out at record speed the goods necessary to win a war. Undoubtedly many of the costly jigs, fixtures, and gages made for that purpose earned their cost, through cheaper and more rapid production, within a few weeks after their installation. But there is likely to be criticism of such equipment costing say half a million dollars is placed on the post-war market with a \$50,000 price tag attached.

Everything points to the necessity of rapid disposal, to avoid costly and continuing storage of items that should go into the scrap pile and to prevent the freezing of a considerable supply of merchantable goods that would serve only to delay the execution of postwar plans because of uncertainty as to when these goods might go on the market.

The three aims of a sound surplus disposal program, in order of importance, it seems to me, should be (1) how to realize the greatest value to the American people; (2) how to create the least interference with postwar employment; and (3) how to obtain the greatest dollar return to the government. If the order is reversed there will be delays in the crucial period of preparation for full-scale civilian production.

* * *

It all boils down to the need for widespread education on the difference between cost and value. The automobile dealer, and the buyer, learned long ago that the value of a used car declined when a new model was introduced. After the war we are going to have a "new model" on the business scene and there must be an enormous drop in the value of the property on the "used car lot" of war and industry.

Already, in some plants, it has been demonstrated that the cost of dismantling certain assemblies is bound to be greater than any possible market value of the parts once they have been separated. Other salvage operations that might now seem profitable will prove to be otherwise when the costs of storage and packaging are added.

Surplus disposal will be made a lot easier and there will be less subsequent

criticism if producers, politicians, and public all become thoroughly acquainted now with the difference between surplus and scrap.

Good Neighbors

We hear much talk these days about the need for more complete understanding between our own country and those of Latin America. Naturally, one of the obstacles to be overcome in that quest is the difference in language.

We Americans have been somewhat spoiled in this matter of foreign languages. Because our neighbor to the north happens to use the same tongue that we do, and because we have been so preoccupied during our entire existence as a nation with our domestic affairs, we have been prone to forget that to the south of us, and elsewhere around the world, are many nations and peoples to whom English is an alien tongue. We never have been inclined to bother to learn the other fellow's language. "If they want to talk to us, let 'em learn English," has been the prevailing attitude.

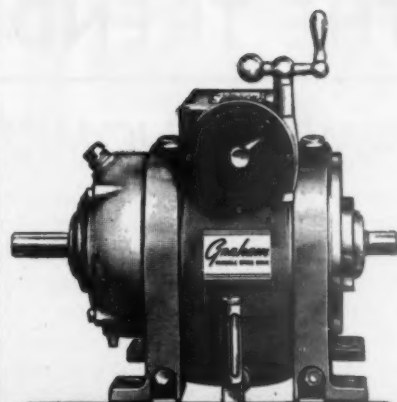
Now there seems to be a trend—slight but still perceptible—away from that position. More and more of our people have come to see that the world has shrunk, that our country is going to exert a worldwide influence such as it never has done before. They are coming to see, also, that if we are to take advantage of our new position and make our influence effective we shall have to make good friends of our new worldwide neighbors. An important factor in doing that is an understanding of their languages as well as our own.

The Chamber of Commerce of Fort Worth has recently taken one step toward carrying this notion into practice. It has set up a Mexican Affairs Committee and has recently published a twelve-page folder wholly in Spanish designed to tell the Spanish-speaking Americans what Fort Worth offers.

This is one of the first pieces of literature of its kind to be published in Texas and the first that I have seen. "La Camara Commericia de Fort Worth" describes the commercial and transportation facilities of the city and offers a brief picture of its history, industry, civic, and cultural activities.

These folders are being widely distributed through selected channels in Mexico in the hope that they will help to build closer business ties between Fort Worth and the citizens of that republic.

W.C.



ONLY THE
Graham
VARIABLE SPEED DRIVE
GIVES YOU
ALL SPEEDS
FROM TOP
TO ZERO PLUS
REVERSE

You who are responsible for modernization of machines to compete in the post war market should investigate the Graham, because Graham alone has these IMPORTANT ADVANTAGES

- ▶ Not just 5 to 1 range, or 10 to 1, or 100 to 1, but every speed to zero, forward and reverse, without stopping the motor.
- ▶ Full torque guaranteed over the entire speed range.
- ▶ Close speed adjustment with accurate return to pre-set speeds.
- ▶ Extreme compactness, all metal, self-lubricated, no belts, no tubes, moderate price.

Machine Builders — Order a ½ HP Graham now to prove its advantages — use it in your laboratory as a utility all-speed test unit.

WE CAN DELIVER!

GRAHAM TRANSMISSIONS INC.
2706 N. Teutonia Ave., Milwaukee 6, Wis.

Graham
VARIABLE SPEED DRIVE

THE TREND

NEW ECONOMIC PATTERNS IN THE MAKING?

Several developments during recent weeks have forced into the limelight a worldwide trend toward the Left which businessmen cannot ignore because it may eventually cause important economic (as well as political) repercussions in the United States.

In France, de Gaulle's provisional government has decreed nationalization of the coal mines and of the big Renault automobile company.

In Britain, the General Council of the Trades Union Congress has raised again—this time with special vigor—its demand for government control of transport, fuel and power, and the vital iron and steel industry.

In Mexico, despite strong protests from established and powerful private utility interests, the government is pushing a new public-owned electric power development program. And Mexico is modernizing its industry, transportation, and agriculture with the aid and protection of the government.

• Not all of these developments carry equal weight in an appraisal of their influence on future economic trends.

There is still confusion over the role that de Gaulle and his provisional government are to play in France. Elections are scheduled for next spring, and only then can the influence of the government-in-exile's policies be accurately measured. But the astute political moves which de Gaulle has so far made to draw strong leaders of the resistance movement into his have increased the prospect that important parts of his political-economic program may eventually be adopted.

• Nervous property owners in France have sought refuge in the interpretation that the Allied High Command ordered nationalization of the coal mines in order to assure the highest possible output immediately. And they insist that seizure of the Renault factory was at the direct behest of General Eisenhower, who, they claim, wants to use the rehabilitated plants as a giant tank repair station for the Allied armies in western Europe.

But realistic young industrial leaders in Paris and in the French colonies admit that de Gaulle's program has, from the first, called for strict government control over banking and heavy industry, and for the planned development of French resources. Fired with enthusiasm by the vision of modern industrial power and defensive military strength as seen in the masses of American planes, tanks, and ships that have helped to save France, Young France has given de Gaulle's program strong support.

As one French authority in this country remarked privately when discussing the problem: "I doubt if France will adopt permanently such extreme measures, but,

once incorporated in our system—though intended for emergency use only—important elements of the program are bound to stay with us."

• London will move more cautiously, but the trend in Britain is also unmistakably to the Left.

Trade union demands for government control of heavy industry, the utilities, and mining are old stuff to the British. They are reiterated at each meeting of the Trades Union Congress. But actual introduction a few weeks ago of social legislation intended to put into practice the cradle-to-the-grave insurance program propounded in the Beveridge proposals created a slump in insurance shares on the London market, for every Englishman knows that some such legislation is bound to be enacted soon.

When the Lancashire cotton textile industry presented to the British government its plan for postwar reconstruction, it was promptly turned down by London on the ground that it put price-fixing ahead of re-equipment of the industry. Now the government has drawn up its own plan, with demands for mergers, introduction of automatic looms like those used in this country, and ruthless overhauling of the organization within the industry.

Whether, in the long run, it is good or bad, governments are insisting on increased control over various kinds of business, and the trend will not end immediately hostilities cease.

Foreign trade throughout the world has been forced into a strait jacket by production priorities and shipping shortages. As a result, no fewer than 20 nations are handling all their buying in the United States through centralized purchasing missions (BW-Oct.744,p118).

But the touch of permanence is already evident in the insistence of the French (in contrast, so far, with the Dutch and Belgians) that all Empire buying and selling channel through this agency, and in the creation by Chile, Brazil, and Mexico of special purchasing agencies to handle such specialized orders as railroad and utility equipment.

• These trends cannot be ignored. Some of them are exaggerated by the war; some are purely local—a desperate effort to correct an internal domestic weakness; some are too badly conceived to last.

But the repetition of such moves in half a dozen countries, or their spread to some new major power makes them matters of importance to America for this means that they are probably taking a permanent place in the pattern of the future.

The Editors of Business Week

Business Week • October 31, 1944

d for
gram

nd in

heavy
to the
f the
a few
prac-
pro-
ip in
Eng-
to be

pre-
stwar
ndon
quip-
rawn
ction
, and
the

vern-
arious
iately

forced
ship-
ns are
rough
(8).

n the
elling
n by
encies
utility

n are
esper-
some

dozen
power
r this
place

Week

1944

USII
VEE
NDE